

SEP 12 1924

THE Publishers' Weekly

The American Book TRADE JOURNAL

VOL. CVI. NEW YORK, SEPTEMBER 6, 1924 No. 10

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heraldic raptures of Francis Thompson." * * * *Stories from The Dial* are "short story masterpieces" said *The Boston Herald* * * * *The Christian Science Monitor* especially recommended *George MacDonald and His Wife*, and *The New York Times*, in a full page illustrated review said, ". . . the figure of George MacDonald does rise from this book. . . ." * * * *The New York Sun* said ". . . the centenary biography by his son Greville, *George MacDonald and His Wife*, should do much to brush the dust from his (George MacDonald's) truly distinctive work," and *The Boston Transcript* ended a column of comment on the work by calling it ". . . a fine tribute by a son to a famous father." * * * We venture the statement that this unanimous endorsement by discriminating critics is extraordinary, indeed. As they are constantly aware of the exact throbbing of the public taste, their interest in this first small publication strengthens our belief that the bookseller who stocks *The Cupid and Lion* books will soon learn to think of at least one new imprint in terms of TURNOVER AND NOT LEFT-OVER.

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, SEPTEMBER 6, 1924

Making Flank Attacks on the Book Lover

By Donald M. Taylor

MAKE the books go marching on!" is the battle cry of the bookseller. Words to that effect have been dinned in his ear, convention after convention, until now they ring there whenever he goes out to trample his overhead underfoot.

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The J. K. Gill Co.

This form of solicitation has been very successful. A careful check of results shows that over 75% of the books sent out in this manner are retained, and almost invariably when books are returned an explanation of why they are not wanted is given, altho none is ever solicited. The reasons usually given are: the patron has already reached the limit of the amount set aside for book purchases during that period, the book has been given them by a friend, or it has been purchased elsewhere.

But the department is not content with off-the-shelf sales alone. It believes that some books can be sold before they reach the stock shelves, before, in fact, they are ordered from the publisher. In other words, that buying on customer's order need not be confined to old, rare, or not carried books.

For current demonstration Mark Twain's "Autobiography," recently announced by Harper Brothers, has been selected. From the Index List of Book Lovers several hundred have been chosen who will be most interested, and to them goes the letter quoted on the next page. Written in long hand

by Mr. Hotchkiss, it was photographed and reproduced in very close resemblance to the original on Gill letter heads, each copy addressed and signed by him. The letter reads:

Once in a "blue moon" the announcement is made of a book of such great importance as to warrant calling your personal attention to it, in advance of actual publication.

Word has just come from Harper Brothers that Mark Twain wrote the story of his own life, arranged to have its publication held long after his death, etc.

I know that you are interested in books that are really worth while, and I would like the privilege of reserving for you one of the first sets to reach Portland, before they go into regular stock shelves for general sale. May I do so? Please write "Yes" or "No" across the bottom of this letter, and return in the inclosed envelope.

Sincerely yours,

The envelope inclosed in this letter was addressed and stamped for return, but the usual phrase calling attention to this feature, it will be noticed, is omitted. The theory is that those to whom the letter is addressed will feel obliged to respond because of the two-cent stamp on the return envelope, they would resent being bludgeoned with the statement that free postage was being furnished.

A careful record will be kept, for future use and to prove the value of the experiment, of the names and of the number of those who respond, both affirmatively and negatively, and also of those who neglect to reply.

One of Gill's best paying investments in advertising is *The Poets' Corner* which, like the Book Lovers' List, was originated more in the interest of service than with the idea that it would pay dividends in dollars and cents. The initial cost of the Corner was high but the upkeep, aside from that of any display and sales space, is negligible, and the advertising value of it grows rather than diminishes with age.

Here is one practical evidence of the increased interest. Heretofore 250 copies of any book of verse, no matter how popular the poet, was a large order, seldom exceeded. Recently an order was placed for a special Oregon edition of 1,000 copies of a new book by a young Oregon poet who met her public in *The Poets' Corner*.

These poets, accustomed to Tommy Tuckering at private receptions, in homes, before tiny groups, are being taught to "sing" at luncheons of business organizations such as Rotary and commercial clubs, and to "sing" for considerably more than their suppers. At the luncheon of a business women's club, one of these young poets who had been invited to read her verse, introduced the reading with approximately these words:

"The joy of the painter in his masterpiece is not complete until its beauty is seen and appreciated by others. The singer sings not for herself alone; the applause of

an audience rivals in her ear her own song. The rose is not content to blush unseen and waste its sweetness on the desert air. And so it is with the poet, she must be appreciated to be seen—a second time. 'P_____' is now on sale at the J. K. Gill Company. With these few pointless remarks, I will now read a few of my poems from 'P_____.'

There was a moment of silence, then a spontaneous outburst of applause. She was speaking to a group of advertising women and they appreciated good "copy."

Window displays play an important part in the advertising program. And altho the display space is limited by the demands of other departments, there is no hesitation to devote an entire window to the advertising of one book when that book warrants it. One of the most successful of recent windows was that designed in collaboration with Mr. Horsfield, display manager, for "Patchwork" by Grace Hall, an Oregon poet. The patchwork quilts employed as background tied the book to Oregon pioneer days, intrigued the interest of pioneers and their friends, and made many friends for the book and its author. The sales results were large.

"But," says Mr. Hotchkiss, "specific advertising even in windows can be overdone, altho I have reference more to newspaper and other printed advertisements. If one advertises only specific books and neglects the advertising of books in general, the advertising is profitable only so long as the demand for those particular books is unsatisfied. It has no permanent value. The bookseller can expect no further returns."

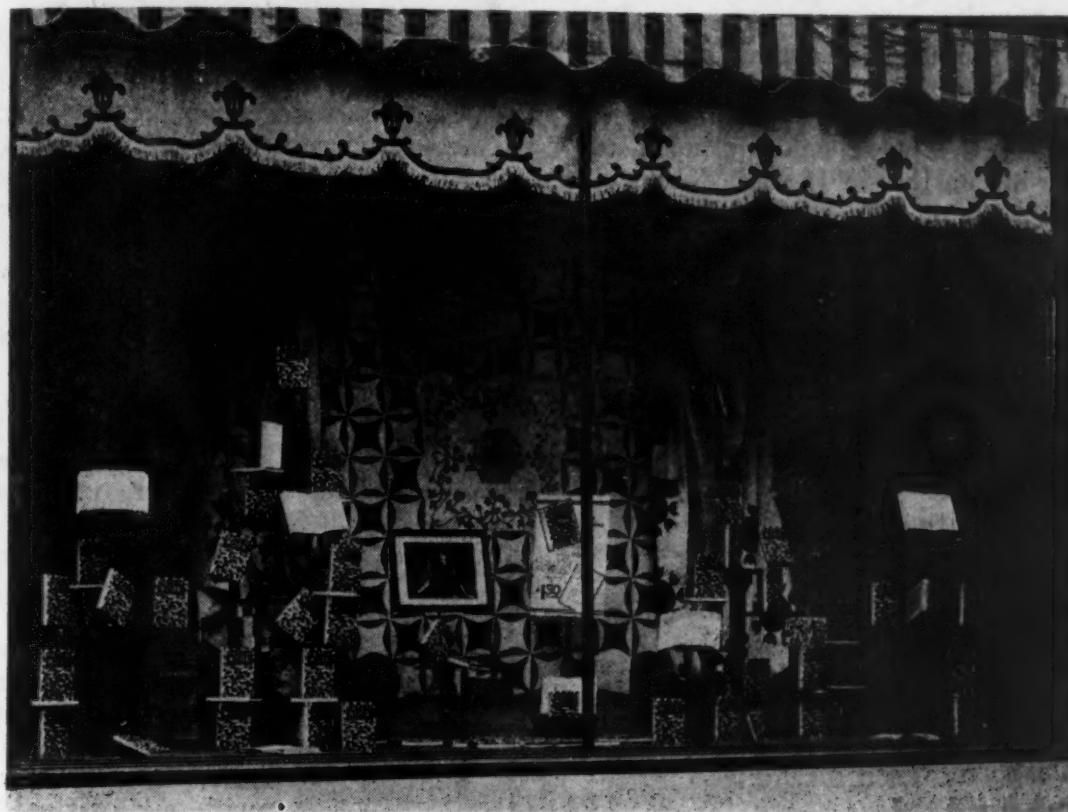
"On the other hand, if he advertises only books in general, if he harps continually on 'More Books in the Home' and never recommends a single addition to the home

library, he has no drawing card, he makes no distinct appeal and his copy is colorless.

"The bookseller must use sound judgment in dividing his appropriation for advertising. He cannot operate according to rule, but must study both his stock and his public."

"Advertising possibilities," he continued,

"But at Gill's we have found a better way. Recently, for instance, a young man when asked by his mother what he wished for a birthday gift named a book he had heard of but never seen. He thought its cost to be about five dollars. But when his mother, who bought it from us, gave it to him he found it consisted of several volumes and



A WINDOW DISPLAY OF "PATCHWORK" BY GRACE HALL HAD A BACKGROUND OF PATCHWORK QUILTS REMINISCENT OF PIONEER DAYS

"are illimitable. Publicity, sometimes known as free advertising, is one of the bookseller's best mediums for getting his shop and his wares before the public. But it is a mistake to call it free advertising, for publicity an advertisement.' Yes, and so can every comeback. We booksellers are too prone to returns are always commensurate with the expenditure of thought and effort devoted to it. Publicity copy must first be thoughtfully prepared, then carefully disseminated. That takes the bookseller's valuable time, and time costs money.

"I am not just talking when I utter the hoary maxim, 'Even every sale can be made breathe a sigh of relief when a book leaves our shelves and to groan if a customer, dissatisfied with his purchase, seeks to return one. It is as if we thought our wares worthless and the sooner got rid of the better. When we take a book back, we do it grudgingly or try to impress the customer with our magnanimity. He is impressed, all right!'

that the cost was several times five dollars. As he did not care to have her spend so much on his gift, he brought the set in and asked the privilege of returning it. He was told we would be pleased to take it back, and was not made to feel we were doing him any unusual favor. But the salesman, thoroly familiar with the book, adroitly opened a discussion of it with him, brought to his attention many of its fine features and ended by reselling it to him. The young man gladly paid from his own pocket the difference between five dollars, to which he wished his mother's expenditure limited and the actual price.

"More than a sale was made there. A friend of The J. K. Gill Company and one of the best possible pieces of advertising copy walked out of the door. Tucked securely under his arm was the set which he could not wait for our delivery to bring to him."

Six New Middle Western Bookshops

IV

Fannie Butcher, Books—Chicago

WHEN we began marking our books with an *E* before the margin this year I had a distinct jolt—it didn't seem possible that we were entering upon the fifth year of business. It seemed scarcely overnight that I had journeyed to New York, a timid buyer, with the usual notions of revolutionizing the book business. My shop was started in an unusual fashion. There was in preparation in Chicago a permanent exhibition of French art which was to have been sponsored by the French ministry of art and patronized by some wealthy Chicagoan. A committee was organized to sponsor the enterprise. I was a member of the committee and my interest in the exhibition was keen. A gallery had been secured—a large store at 75 East Adams street, and decorations were going forward. One day quite casually it was suggested that there be sold in the gallery art books and French books. I was asked if I would undertake to watch over that phase of the work. I said that I would, with some hesitation, for I knew nothing whatever about business or the selling of books, tho I had been for some years writing about them. A corner of the large room was given to me, shelves were put up after the charming design of Mrs. John Alden Carpenter, and I beheld myself the foster parent of a bookshop.

The tiny place was most attractive. High shelves, with an arched top, stained dark brown, were stenciled on the edge in a sort of rolling wave design—an idea which, by the way, pleased Ellery Sedgwick so much that he stenciled the shelves in his new home. The stenciling in gold was reflected

in the gilded tracing on the arches. The floor was carpeted in a warm grey. Even the desk was stenciled on the edge and the kitchen chairs which were the only other furniture hadn't even the atmosphere of their humble origin. It was really a charming, tho a very tiny spot.

When I went to New York to do my original buying I was completely at the mercy of the publishers, except that I knew the kind of books I liked and was determined to have them in my shop. The *staple* "sellers" I was totally ignorant of—and I'm afraid I always shall be, for I've found that what we sell best in the shop are the things that I personally recommend.

When I returned with my original buying all done, the affairs of the French exhibition weren't so promising as they had seemed when I left, but I went ahead with my little shop while the cavern of an empty gallery yawned next door. I hadn't a notion that it would yawn perman-

ently or I probably shouldn't have had the courage to go on with the shop. Everyone was charming about the shop, tho, coming in and helping put the books on the shelves and in February of 1920 we opened—just myself and a girl friend of mine, bookkeeper, stockboy, shipping clerk, biller, everything. We had a porter who did us up every day, but everything else we did for ourselves.

From the moment we opened we prospered. The shop was a novelty—the first one in America owned by a literary critic—and everyone in town dropped in to see it. Three months after we opened, the French exhibition gasped its last, and I had to de-



FANNIE BUTCHER



LOOKING INTO THE BACK OF THE SHOP.
THE OVERHEAD LIGHTING SYSTEM IS
LIKE THAT USED IN GALLERIES

cide whether I wanted to be a bookseller for the rest of my life or not. I decided that I did, and here the shop is, established firmly in the life of Chicago and doing what I know to be a real service.

As to the physical side of the shop. We needed more and more room, and little by little we acquired an addition twice as large as the original shop, then a stockroom about the size of the first venture, and just this spring we have added sixteen square feet and, from a tiny spot, it seems to me, accustomed to its minuteness to have grown suddenly into a mammoth emporium. We built in some closed cases for fine bindings in which we are going to specialize and acquired what we had never had before, an entrance entirely separate from the changing fortunes of the larger shop which, before the good fortune of the separate entrance, had been devoted to flowers, children's books and for many months to the ghosts of its former occupants. While the architectural changes were going on we felt exactly like some reincarnated members of Pompeian society while the last days were being enacted.

From the time the shop opened we have kept a guest book, and everyone who has come to town has put his or her name in

it. One of the first was Maurice Maeterlinck, who signed himself—like royalty—merely Maeterlinck. All of the neighbors came in, of course, Carl Sandburg and Harriet Monroe and Eunice Tietjens and Sherwood Anderson, Henry Kitchell Webster, Henry B. Fuller, and Edna Ferber, and the late B. L. T. and John McCutcheon. From England there came St. John Ervine and W. L. George, that vivid and lovely Russet George who died so tragically far away from her home, W. S. Maugham, as he signed himself, John Drinkwater, Archibald Marshall, the ill-fated Wilfrid Ewart, William McFee and Hugh Walpole. And



WEST AND SOUTH WALLS OF FRONT
PART OF SHOP, SHOWING THE RARE
BOOK CASE

from New York, my dear friend, Willa Cather, whose picture hangs in my shop, Floyd Dell, who was my first literary editor, the charming Untermyers, Edwin Markham, Carl Van Vechten, Sinclair Lewis, Enos Mills, Rupert Hughes, Frederick O'Brien in the height of his South Seas fame, and many others, among them H. L. Mencken who said, thus throwing light upon the size of the shop for those who have never been here. "You mustn't ever get a fat girl to work in your shop or you'll not have any room for the customers." I suppose that's what makes the

shop distinctive is the fact that someone who really knows books, and cares more for books than a commercial shopkeeper could afford to, is at the head of the shop. We sell books almost entirely on our recommendation and it is a fetish of mine never to tell a customer that I have read a book if I haven't and never to give a false impression of a book just to sell it. Most of our customers are the most intelligent readers of the city.

We give more than the ordinary service to customers. We even have warmed cooling romances! I am sure that the care with which I chose a series of lovely gifts which a delightful young man sent to a charming young lady was the cause of their eventually being one, tho neither of them told me so in unequivocal words. At Christmas we do up our packages with extra paper and tape, and we have a special wrapping for which we charge the cost of the paper and we pursue paper importers for their most beautiful designs.

We specialize in really worth-while books, tho of course we sell a lot of junk as everyone does, but we don't stock poor

novels, for instance, and if we sell them it is because we have lost our cunning in selling better ones and our customer is determined to read "Flaming Youth" when she might read "A Lost Lady."

We are in the beating heart of the loop as the sentimentalists would say, so we have a great many important business men among our customers, but the proportion of men and women who come to the shop is about fifty-fifty.

As to the actual business side of the shop. We have shown a steady and almost exact increase each year in sales and if our business keeps on the rest of this year increasing over last as it has these first six months we will reach a point which will be just about twice the volume of the first year.

I don't like to seem conceited about the shop, but it really is a charming place and I know that everyone feels the atmosphere of sincere knowledge of books that pervades it, for strangers speak of it even, who have never before heard of it, or of me. It is a real joy to share our love of books with the public and I believe the public appreciates what we are doing.

The Story of an Idea

Fifty Years in Textbook Selling

By W. R. Barnes

FIFTY years ago a new development in the handling of schoolbooks saw its beginnings—the jobbing of second-hand schoolbooks, collected from communities where they had passed out of general use and redistributed to other cities where the demand was continuing or newly developing. C. M. Barnes saw the possibilities of this in 1874 and developed the idea with courage and perseverance. Educated in the ministry, he had had no training in business, and, at that time, none in the book-trade.

The beginning was very modest, in a little shop in Wheaton, Ill. A year later, he moved the business to a basement room at 23 La Salle Street, Chicago. Within two years two moves to larger quarters were necessary.

In the meantime, John R. Anderson in New York, who had been from boyhood employed in some of the old book houses, saw the possibility of the same idea and

had established a similar business. In 1885, Arthur Hinds, with whom later G. C. Noble became associated, started as a wholesaler of second-hand schoolbooks in New York and took over the business begun by Mr. Anderson, who applied himself to other interests.

In 1885, the business now being located at 151 Wabash Avenue, Mr. Barnes was joined by his son, W. R. Barnes, who is still connected with the business. Many names well known to Chicago book-trade history were connected with the house thru those years of growth—E. A. Lawson, C. O. Perry, Gus Albright, Norman Hall and Charles A. McCreary. George L. Shuman, who became such a large figure in the subscription book publishing, was one time head of the office. Then, there was Charles M. Roe, later connected with George H. Doran Co.

The firm was incorporated as C. M. Barnes Company in 1894, and later Mr.

McCreary severed his connection with it to found Hall & McCreary, and Mr. Albright founded the house of Farquhar & Albright, both houses still flourishing. In 1902 Charles W. Follett joined the firm and showed a great capacity for this form of merchandising. In 1902, C. M. Barnes retired, and died in 1907, when the firm name was changed to C. M. Barnes-Wilcox Company, with W. R. Barnes as president.

In 1916, the business was moved to 1018 South Wabash Avenue, and the next year Mr. Barnes went to New York to reorganize with Mr. Noble the old business of Hinds & Noble, which is now Barnes & Noble, Inc., and the Chicago firm took the name of J. W. Wilcox & Follett Co. Mr. Wilcox died in 1923, and in the meantime the company has provided for itself a permanent housing at 2008 Calumet Avenue, in one of the one time fashionable residences of that district. The death of Mr. Wilcox left Mr. Follett the chief owner of the Chicago corporation.

The present year has seen the third generation of Barnes enter the field of schoolbook selling—John Wilcox Barnes, grandson of the founder of the firm. After a brief tour in Europe following his graduation from Williams College, he entered the New York house of Barnes & Noble.

The diversity in demands of the schools has made tremendous changes in fifty years, but the principles on which the business has been conducted have proved sound, and they have been steadily adapted to new conditions. The contrast in make-up of schoolbooks during this period is no less striking. Fifty years ago, such books as Webster's Speller, Willson's Readers and "Peter Parley's" Histories were still in use, altho the principal demand was for McGuffey's Readers, Ray's Arithmetics, Davies' Arithmetics, Guyot's Geographies, Edward's Analytical Readers and Speller, to mention but a few. To compare those old-time books with the present-day product is, indeed, interesting and suggestive of the educational progress of our time.

A New Book Page

BOOKSELLERS who have been looking for an opportunity to build, in their children's department, the sale of books for girls, in the same way in which it has been done for boys with the cooperation of the Boy Scouts, will be especially interested in the announcement that Mrs. May Lamberston Becker has consented to conduct a book page each month in the *American Girl*, the official magazine of the Girl

Scouts. It would be well for the managers of departments for young people to follow this page and get from it practical suggestions for building business.

The Personnel of a Bookshop

THE letterhead of Dawson's Bookshop in Los Angeles gives interesting suggestion of the emphasis that Ernest Dawson, the proprietor, places on the character of his organization. After describing the store's specialties in old and rare books, art books, Californiana, first editions, etc., there is, on the left-hand margin of all the letters, the following information:

OUR PERSONNEL AND THEIR SPECIALTIES

Charles Yale,
Assistant Manager
ART. ARCHITECTURE COSTUME
CALIFORNIANA. AMERICANA TRAVEL

Katherine White
EARLY PRINTING. OLD ENGLISH
FIRST EDITIONS. FINE BINDINGS
AUTOGRAPHS. ASSOCIATION ITEMS

Allan Bromley,
Buyer
SETS. REFERENCE WORKS. GENERAL
LITERATURE

Eleanor E. Reed
COMPARATIVE RELIGIONS. OCCULT
SCIENCES. METAPHYSICS. ANCIENT
PHILOSOPHIES. MISS REED'S DEPT.
MENT IS ON THE BALCONY.

Geraldine D. Kelly
CATALOGUING. MAIL ORDERS

Eleanor M. Broekway,
Secretary
SCARCE CHRISTIAN SCIENCE ITEMS

Edna Williams,
Accountant

Henry L. Franklin,
Shipping Clerk

Of the staff, four have had library training, three have had training in the famous bookstore of C. C. Parker, and one was formerly manager of a branch store of Stratford & Company.

THE Publishers' Weekly

The American Book TRADE JOURNAL

Founded by F. Leypoldt

EDITORS

R. R. BOWKER

F. G. MELCHER

September 6, 1924

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

The Importation of Books

SEVERAL letters have come to the editor lately indicating that there is confusion in the minds of many booksellers with regard to the American copyright law and the rights of the English author to assign exclusive selling privileges of his work in this country. The law prohibits the importation into the United States, for purposes of sale, of any new copies of books by English authors, if these titles have been set up and printed in the United States. When the American copyright is thus completed, it is the task of the Treasury Department, thru its Customs collectors, to keep out of the country all English editions for resale. Until the American copyright is completed, booksellers can bring such books into the country, but more and more publication dates are made simultaneous. Take, for an example, Bernard Shaw's "Saint Joan." The book was published simultaneously in both countries. All copies of the English edition sold in American bookstores are sold illegally and in violation of the copyright law.

Probably not more than one-tenth of the books published in England are manufactured here and copyrighted, but it is likely to be the book that is in active demand here that will have its American copyright completed. The importance of these sub-divided markets to the author can be easily understood. Unless an English author has some way in which he can be sure that the rights to separate markets can be protected, his chances for selling each market at any good price are very small. If he could not sell, for instance, the American dramatic rights to a play without the American producer's

having the assurance that the owner of the English dramatic rights could not come over and produce in the same field, the price he could get would be small, indeed. The Theater Guild Company, producing "Saint Joan," is protected by copyright against the English company's coming to New York with a rival production. In the same way, Mr. Shaw has the privilege, under copyright, to sell to Brentano's the book rights to the American market on "Saint Joan," and Brentano's, by the same law, are insured against the Constable edition's appearing for sale in competition with their edition. If Brentano's get out all the American publicity and advertising and is expected then to share the market, it would be a strange situation indeed.

September Is Here

WHEN the calendar turns to September, every merchant, especially the dealer in books, sees a vista ahead of busy weeks with the climax of the Christmas holidays. In spite of the recent and heartening increase in year-round bookselling, the climax and test of the year will continue to come in the hundred days of the fall season, a hundred days minus the Sundays and holidays.

For the next few weeks the *Publishers' Weekly* will endeavor especially to emphasize the practical fall bookselling plans and methods, by which the busy season can be made even more sure of results. Articles from well-known booksellers on methods which they have tried and successfully used will be printed, in order that booksellers may put at the disposal of others their most practical plans, thus furthering the whole cause of American bookselling. An account of special promotion at Gill's of Portland is the leading article of this issue.

September is the great month for planning; October and November, for perfecting the machinery and enlarging bookstore service; and December, the supreme test on that machinery and the exhilaration of top-speed business.

New England Week

THE newspapers of New England are giving ample space to the program of the New England Week Committee, which is calling on the residents of the six states to celebrate, from September 15th to 20th, the glories of the region. The effort is intended not so much to praise her history or her scenic beauty as to gain public appreciation for the extent of her manu-

factures and the variety of her home products.

Already the Committee reports that "100,000 people are pledged to wear the N. E. W. worker button and to boost for New England." Stores on every side have been pledged to exhibit New England goods and to urge the purchase of New England merchandise. Hotels are promising to feature New England foods and home-grown fruits and native fish.

As far as we have read, no emphasis on home-grown literary product has been made, but we trust that the authors, publishers and booksellers will see to it that their product is not forgotten. In spite of the fame of the cotton and woolen factories and brass and metal establishments, New England's most famous product, beside her men and women, has been her literature, and New England Week would not be an inopportune time to remind people that not only did New England produce a great literature once but she is continuing to produce it. September 15th to 20th would be a good occasion for the windows of bookstores to have displays of the works of Robert Frost and Edwin Arlington Robinson, Amy Lowell and Edna St. Vincent Millay, the writings of Mary E. Wilkins or of Dorothy Canfield, of Joseph Lincoln or of Alice Brown, or books by Gamaliel Bradford, Bliss Perry, or Walter Prichard Eaton. All of these are of New England stock, are still writing and constitute New England product of the first importance.

What is Constructive Work?

ACH individual in an industry knows pretty well what he needs for his immediate work. Few men are able to foretell what their industry is going to need in the future, says an editorial in *The Linotype Bulletin*. Yet the prosperity of every industry depends on its readiness to meet needs promptly when they arise. Industrial requirements never stand still. The greater the achievement of today, the more will be demanded tomorrow. These demands can not be met by improvising something in a hurry when the need is on. Somebody has to foresee it. Somebody must anticipate it. Somebody must work out the problems far enough in advance.

This foresight, this planning and working ahead of coming developments, is the very essence of what is meant by constructive work. The trade associations and the industrial and commercial organizations that co-operate with them reach their high-

est value when they succeed best in thus contributing to the assured future of an industry. There is not a member of it, however small, who does not benefit from the work; and every man may well ask himself where his industry, and he with it, would be likely to stand in a few years if there were nobody willing to do it.

The exploiter takes counsel not of intelligence but of the predacious motive which commands: "Grab! Let the other fellow look out for tomorrow." His policy is immediate profit. His business code is sales—sales first, last and all the time. His production is governed not by creative ideas but by the desire for inventing sales schemes. If he renders services, they are for the sake of serving as "selling points."

But if there is one sure fact, it is that constructive service can not start with the "selling idea" as its fundamental. Selling is essential, of course. But the men who have made industry great, and who sustain it today, are the men who think first and foremost of production. On these men, who keep the productive and creative idea in front, rests the well-being of every industry.

The Other Fellow's Shop

DURING the summer months practically every business man—we hope, every business man—spends time in other communities than his own and is likely to be, for two weeks, at least, not a merchant but a customer in the shops of other merchants. It is not at all unlikely that the bookseller on vacation looks at the other stores and their service from a point of view rather more critical than the average customer, as he instinctively studies not only the goods offered but the way they are handled.

Probably the best guide to the technique of serving a customer is to make a study of how one wishes to be served oneself. Should there be prompt welcome near the front of the store or full freedom to browse before talking with the salesman? Should there be a quick closing of the sale or leisurely reference to other merchandise?

It is possible for the manager of a store to obtain, from the out-of-town shops, many suggestions for improving his own shop service, and the merchant who is sensitive to the importance of store atmosphere will learn something every day from his contacts with people and will get new ideas on every day of travel by observing how other merchants create an individual store atmosphere.

The Bookman's Glossary

Material for a Dictionary of the Book-trade

X

Historic Names in Book Production

Aldus—An Italian publishing house founded in 1495 by Aldus Manutius, Latin name of Teobaldo Manucci or Aldo Manuzio (1450-1515). He was tutor to the princes of Carpi, one of whom supplied the funds with which he brought out the famous press of Nicolas Jenson. Aldus specialized in Greek classics at popular prices, then in Latin and Italian works. First his colleague, Torresana, then his son and grandson carried the business on similar lines to 1597.

Aldus Manutius had a type designed for him based on the cursive writing of his day called the Aldine type, precursor of all italic fonts. It was first used in a *Vergil* of 1501.

Altho his books were usually without illustrations, he published in 1499 "Hypnerotomachia Poliphili," considered one of the most beautiful of illustrated books.

The dolphin's anchor was the famous printer's device of the house.

The word Aldine (pronounced Aldin or Oldin), derived from Aldus, has been applied to certain styles of display types; also to ornaments of solid face, destitute of shading, used by Aldus and other early printers.

William Pickering in the 19th century adopted the dolphin and anchor device and also published a famous series which he called the "Aldine Poets."

Baskerville, John (1706-1775)—A famous English printer and type-founder of the 18th century. In turn stone cutter, writing master and manufacturer of japanned ware, about 1750 he turned his attention to type-designing and printing, and in 1758, was elected printer to the University of Cambridge for ten years. His first work was a famous edition of *Vergil* (1757); other noted specimens of his art are editions of *Milton* (1758 and 1759), the *Prayer-Book* (1760: four editions and others in subsequent years), *Juvenal* (1761), *Horace* (1762), the *Bible* (1763), and a series of Latin authors (1772-73).

Bodini, Giambattista (1740-1813)—A printer of Milan who designed the first "modern face" Roman types. One of the most famous of type designers, his influence was felt in printing of all countries, his types pushed aside for a while the Caslon and Dutch types. His types and those that developed from them became known as "modern" and the others which came back to popularity in the middle nineteenth century as "old style." These terms still persist. He published the *Lord's Prayer* in 155 languages.

Bradford, William (1663-1752)—The first printer in Pennsylvania. Also, first printer in New York City, where he settled in 1693. He is buried in Trinity churchyard. A face of type is named after him.

Caslon William (1692-1766)—Famous English type designer and founder. Designed and cast the type which bears his name, the most widely used of all type designs in English and American printing. He was educated as an engraver of gun barrels, began type-founding in 1720, issued in 1734 his famous specimen book of type faces.

Caxton, William (1422-1491)—Printer and publisher of the first books printed in English and the first in England.

Books printed by him are called "Caxtons."

In 1474 he put thru the press at Bruges the first book printed in the English tongue, the "Recuyell of the Histories of Troye," a translation of Raoul Lefèvre's work and "The Game and Playe of the Chesse" followed about 1475. The "Dictes and Sayings of the Philosophers," published in 1477, is the first book which can with certainty be maintained to have been printed in England.

Chiswick Press—Founded in London 1789 by Charles Whittingham and continued to even greater success by his nephew, Charles Whittingham. The elder

Whittingham was famous as a printer of attractive popular-priced classics and for the handling of woodcuts. The nephew was famous for his association with William Pickering, whose printing he did after 1830. A later manager of the famous press was Charles T. Jacobi. The Grolier Club issued a history of the Whittinghams by Arthur Warren in 1896.

Cochin, Charles Nicholas (1715-1790)—A famous name in French engraving and printing in the eighteenth century, the most celebrated of a prominent family of engravers and painters. He was one of the first to produce engraved titles which ornamented many dainty volumes of that period and which were imitated up to the end of that century by all the illustrators who followed. He provided engravings for La Fontaine, Rousseau, Boccaccio, Tasso and Ariosto.

Derome—A French family of the 18th century which added several illustrious names to the art of binding of that period. The most famous of the family was Nicolas Derome, known as Derome le jeune (1731-1788).

In hand binding: A style with ornaments of a leafy character, with a rather solid face, tho lightly shaded by the graver. It is best exemplified in borders. The ornaments are often styled Renaissance, being an entire change from the Gascon style.

De Vinne, Theodore L. (1828-1914)—A famous American printer and author of many articles and books on printing. His series on the "Practice of Typography" is in four volumes: 1, "Treatise on the Processes of Typemaking"; 2, "Correct Composition"; 3, "Treatise on Title Pages"; 4, "Modern Methods of Book Composition." A font of type was named after him.

Didot—A family name famous in French printing and publishing during the eighteenth and nineteenth centuries. François Didot (1689-1757) was founder of the firm of Didot, Paris, in 1713, many of his descendants being famed in type-founding, printing or publishing. The greatest of them all was a grandson, Firmin Didot (1764-1836), a printer, engraver, and type-founder. His use of stereotype revolutionized the making of cheap editions. He made the Didot publications the most famous in Europe.

Elzevir—A name famous in Dutch printing. The business was founded in Ley-

den in 1592 by Louis Elzevir (1540-1617), and five of seven sons followed the profession. Bonaventure (1617-1657) in partnership with various nephews, brought the name to its greatest fame. Grandsons, Daniel and Louis, established a printing house in Amsterdam. They printed in many languages but largely in Latin, and their small editions of the classics are well known to all book buyers. Books printed by the house are known as "Elzevirs." Also spelled "Elsevier" and "Elzevier."

Estienne, Robert (1503-1559), Henri (1528-1598)—A celebrated French printer and scholar. He became head of a printing establishment in Paris about 1526, was appointed royal printer to Francis I in 1539, and removed to Geneva about 1552. He published numerous editions of the Greek and Latin classics, many of which were enriched with notes by himself; various editions of the Bible (especially the New Testament of 1550); and a Latin-French dictionary (the first of the kind) compiled by himself entitled "Thesaurus Linguae Latinae" (1532).

His son, Henri, who succeeded to the business also edited and printed many editions of the Greek and Latin classics; compiled the celebrated "Thesaurus Linguae Graecae" (1572) and wrote "Apolo-
gie pour Herodote" (1556).

Eve—Nicolas and Clovis Eve, both of whom bore the title of binder to the King of France, the first under Henri III, and the second under Henri IV and Louis XIII. Clovis was probably son or nephew of Nicolas and according to an old authority invented marble paper.

In hand binding: A style of ornamentation with a framework of various geometrical shaped compartments linked together by interlaced circles; the centers of the compartments are filled with small floral ornaments, and the irregular spaces surrounding them, with circular scrolls and branches of laurel and palm. An elaborate style used at the end of the sixteenth and beginning of the seventeenth century.

Franklin, Benjamin (1706-1790)—Statesman, scientist, author, printer, publisher and the most versatile genius in America in the eighteenth century. Founded the Philadelphia Library in 1731. The many books and pamphlets bearing his imprint as author or printer are items of keen interest to collectors.

Fust, Johann—A German printer. He was the partner of Gutenberg from abov-

1450 to 1455. In the latter year the partnership was dissolved, and Fust obtained possession of the printing press constructed by Gutenberg. He continued the business with his son-in-law Peter Schöffer.

Garamond, Claude—French type designer and founder of the sixteenth century, a pupil of the great Geoffroy Tory. Designer of the "Royal Greek Types" and a number of beautiful Roman and Italic fonts which came into general use in Paris in the second quarter of the sixteenth century. Fonts from his designs are in wide use today.

Goudy, Frederic W. (1865-)—American type designer. Responsible for a great number of type faces, many in general use, including the Forum, Kennerley, Goudy, Goudy Open and Hadriano. Has been called the greatest type designer since Caslon. Now lives at Marlborough-on-Hudson, to which place he moved his Village Press in which his wife, Bertha M. Goudy is fellow craftsman. William Morris' handpress has been brought from England by Mr. Goudy.

Grolier, Jean (1479-1565)—(1) A famous French patron of the arts of the book, born at Lyons, became treasurer of the Duchy of Milan in 1510, and later, moving back to France, became Treasurer General of that country in 1547. He was the first and remains traditionally the greatest of all patrons of the binder's art, magnificent leather bindings having been made for him. They were always lettered 10. GROLERII ET AMICORUM. (2) Grolier is the name given to ornamental tooling on hand bindings after his style: e. g. an interlaced framework, of geometrical figures—circles, squares, and diamonds—with scrollwork running thru it, and ornaments of Moresque character, generally azured in whole or in part, sometimes in outline only. Parts of the design are often studded with gold dots.

Gutenberg, Johann (1397-1468)—A German printer generally credited with having devised the method of casting separate letters or movable metal types, about 1450. The Gutenberg Bible, or 42 line Bible (1452-56), is one of the earliest books known printed from movable types. It is in Latin and is sometimes known as the Mazarin Bible because the copy which first attracted the notice of bibliographers was discovered by Debure in 1760 among the books of Cardinal Mazarin.

Jenson, Nicholas (1400-1481)—A celebrated printer of the fifteenth century who perfected the roman face of type. He was born at Tours, France, is supposed to have studied printing at Mainz and established himself at Venice in 1470, his first book bearing the date of the following year. He printed a great number of books, including many famous in book collecting, and his types were copied in all Latin countries. He was created Count Palatine by Pope Sixtus IV.

Kelmscott Press (1891-1898)—A private press at Hammersmith, London, founded and directed by William Morris from 1891 to his death in 1896. The books issued from it were exceptional examples of book-making, and their beauty of execution and harmony of design were the result of exacting study. The paper and ink were especially made for the books, and three fonts of type designed, the Golden, the Troye and the Chaucer, the latter used in the beautiful folio edition of Chaucer.

Le Gascon—The name given to the leading French binder of the 17th century, tho his real name is unknown.

In hand binding: A style distinguished by the dotted face of the ornaments instead of the continuous or solid line, known as *pointelle*. In vogue the first half of the 17th century, immediately succeeding the period of Nicholas and Clovis Eve.

Maioli, Thomas—An Italian who lived during the early part of the 16th century, a contemporary of Grolier. He designed many of the bindings executed by the finest book makers of Italy.

In hand binding: *Maioli* is the name for a style contemporary with the early examples of Jean Grolier. Generally composed of a framework of shields or medallions, with a design of scroll-work flowing thru it. Portions of the design are usually studded with gold dots. Ornaments are of Moresque character.

Mazarin Bible—Probably the first complete work printed from movable metal type. It is a Latin version of the Scripture and was produced c. 1455 and the years following at Mainz. Commonly credited to Johann Gutenberg but may have been printed by Fust and Schöffer. It is a magnificent piece of printing. Called the Mazarin because a copy was found in Cardinal Mazarin's library. Also known as the 42 line Bible.

Morris, William (1834-1896)—English poet, artist, author and craftsman. Founder of the Kelmscott Press. About 1880 Morris and a few friends undertook a revival of printing and book making, which had its inspiration in a thorough knowledge of the art of the 15th Century. No similar movement in modern times has had such a powerful and far-reaching effect. Tho Morris has been criticized for the illegibility of some of his types, no one has ever questioned the perfection of his printing nor the sincerity of his purpose. Many fine presses were established in England as a result of his pioneer work; and in this country his influence became the foundation for our present-day appreciation of the art.

Padeloup, Antoine Michel (1685-1769)—One of the most famous binders in France in the eighteenth century. Two generations before and two after him were prominent binders. He developed the *dentelle* or lace patterns in decoration, a style that succeeded the *Pointille* of Le Gascon.

Payne, Roger (?-1797)—An English binder of the 18th century who turned out many books comparable with the best contemporary work in France.

In hand binding: A style with ornaments free and glowing in stem and flower. Before Payne's time they had been stiff and formal. The honeysuckle is a customary ornament. The impressions of the tools are usually studded round with gold dots, whether used in borders, corners or center pieces.

Pickering, William (1796-1854)—An English publisher and bookseller whose fine taste in book production made his imprint famous. His first volume appeared in 1821. The volume was bound in cloth with paper label, the first ascertainable use of cloth as binding material. He was a student of early printing and lead the way to the revivals in the 40's of Caslon types. His editions of the classics were especially notable; the Oxford Classics, the Diamond Classics, the Aldine Poets and editions of Walton. He adopted the dolphin and anchor device of Aldus with the appropriate inscription, "Aldi Discipulus Anglus."

Plantin, Christophe (1514-1589)—An eminent French bookbinder, printer, and publisher, born near Tours. In 1555 he set up at Antwerp a printing establishment which soon became one of the most celebrated of the time. The most noted of

all his publications is the *Biblia Regia* (8 vols.). His books were noted for the accuracy of their text and the beauty of their typography and embellishments. In 1571 he became court printer of Philip II of Spain, and amassed a fortune, which he lost thru his polyglot Bible. He left a catalog of the books printed in his establishment. The house was purchased by the city of Antwerp for the Plantin-Moretus Museum.

Rogers, Bruce (1870-)—A famous American printer widely known as a designer of fine typography, notably the limited editions issued at the Riverside Press by Houghton Mifflin Co. between 1900 and 1911. Went to England in 1917 and was first associated with Emery Walker and later printing advisor to the Cambridge University Press. Honored by the British Museum for his contributions to the printer's art. Now typographical advisor to Harvard University Press and working independently at the Rudge Press, Mt. Vernon, N. Y.

Sanderson, T. J. Cobden (1840-1922)—Founder of the famous Doves Press at Hammersmith, London. Also one of the greatest bookbinders of modern times. Examples of his printing and binding are treasured by collectors everywhere.

Tory, Geoffroy (1480-1533)—A famous French typographer and designer. He was noted also as a painter and engraver and as a reformer of French grammar and spelling. In his decorative illustrations and borders for books and in his series of Roman types he exhibited a subtler and finer genius than any of his predecessors.

Updike, D. B. (1860-)—One of the greatest American printers. Founder, in 1893, of the Merrymount Press, Boston, and a chief factor in recent improvement of typography in America. Author of *Printing Types, their history, forms and use* in two volumes, 1922.

The End

NOTE—“The Bookman's Glossary” will be issued in book form in October. The ten classifications under which the material has been given in serialization will be thrown into a single alphabet, the whole revised and a hundred or more other words and phrases not included in these selections will be added. The Glossary will aim to be a dictionary for the book-trade in all its branches, a ready reference book of value to everyone interested in book production or book distribution.

New Los Angeles Bookshop

THE south side of Sixth Street, between Hill and Figueroa, Los Angeles, has become quite an intellectual center, there being no less than five bookshops in as many blocks, and eight other bookstores or book departments on cross streets within a block north or south of Sixth Street.

The latest addition is that of Rogers' Book Shop at 622 West 6th Street. For five years Warren S. Rogers has been definitely preparing for this step while working with his brother-in-law, Ernest Dawson, in Dawson's Book Shop. Mr. Rogers has had experience in every feature of the book trade, from outside buyer and salesman to manager of the business in Mr. Dawson's absence. He is a World War veteran, a graduate of Pomona college, and is 30 years of age. For the past two years and a half Mr. Rogers has been a partner in Dawson's Book Shop. This partnership is now dissolved, and Mr. Rogers has taken such stock, and good will, of the older shop, as relates to certain lines—science, theology, fiction, juvenile, medical, law, mechanical, etc.

Dawson's Book Shop will be continued at the old address, 627 South Grand Avenue, where the emphasis will be continued on rare books, fine bindings, association items, first editions, Californiana, and particularly art books, old and new. The shop is being re-fitted with special departments on the balcony and rare book rooms in the rear.

To take the place of Mr. Rogers and Mr. Gamo, who has gone with him, Charles Yale, formerly of Vroman's, Pasadena, and Allan Bromley, formerly of Stratford and Company of Los Angeles, have been added to the Dawson organization.

Discovery of Lost Books of Livy

ARTHUR HAMILTON SMITH, Keeper of Greek and Roman antiquities at the British Museum, has received word under unusual circumstances of the discovery by an Italian scholar of the 142 books of Livy's History. The notice appeared on the wrapper of the *Neapolitan Rivista Indo-Greco Italica*, issued on August 5. Dr. Mario di Martino Fusco is the reputed discoverer of the books, but he maintains a singular reticence about them. The books are written in a series of codices in uncial characters he reports, and after Dr. Fusco has transcribed the work up to

and including the second decade he will immediately put all the volumes at the disposal of the learned.

Printers' Demands in New York

THE Typographical Union Number Six of New York has decided to demand a wage increase of \$5 a week and pay for five holidays. The basic scale is now \$53. At first, the Union refused to have any arbitration with the Employing Printers on this matter, as there was no arbitration clause in its last contract, but a meeting was held last week at which it decided to let arbitration proceed.

At the recent annual convention of the International Typographical Union, the president reported that \$15,000,000 had been spent on strike benefits in four years and that there was \$5,000,000 still in the union treasury. This large sum has been spent in supporting the plan for a program for a national forty-four hour week. On the vote of the convention this phase of its activities will be abandoned. It is claimed by the union that the forty-four hour week has been very largely established thru this effort and claimed by the printers that it has increased the non-union area in the printing field.

Typothetae given Clean Slate

JUST a year ago the Federal Trade Commission brought action against the United Typothetae of America, directing it to desist from certain practices which bore the aspect of fixing prices. The Typothetae was directed to answer, and in October last filed a petition in the United States Circuit Court of Appeals in Chicago to set aside the order. The Typothetae has now withdrawn that action from the court, and the Commission has withdrawn its criticism of U. P. A. methods.

The situation arose as the result of certain efforts of the general educational campaign of the Typothetae, on the one hand to educate the printers in better methods of printing and on the other to introduce better business methods, so that printing shops would be able better to estimate costs and provide for profits. In outlining the system of education and of cost accounting the program included suggestions for a uniform percentage which should be included in selling price as profit by all those using the cost accounting system.

The plan also required that members using the uniform cost accounting system should send in itemized statements of their production costs for the purpose of cal-

culating average, normal or standard costs of production. These, in turn, were published to the members and were generally known as the "standard price list."

There was also compiled and published for members a book of instructions and suggestions for the translation of these standard costs into selling prices.

All these things taken together became, in the eyes of the Trade Commission, a program contrary to the Sherman Law, and it was for that reason the action was taken.

One Thousand Useful Books

A REVISED list of useful books in all fields has been edited by a special committee at the Detroit Public Library for purposes of the American Library Association. This is the outgrowth of the list of 800 useful books, printed in war time, during which period there were special calls in all directions for books of practical information and for works on vocational education.

A reprinting of this has been due to the initiative of the Haskin Information Bureau at Washington, which serves a chain of the leading newspapers and needs such a list to answer many of the questions coming to it as to the best sources of information. The list will be valuable to booksellers as a check-list of books in important fields, and copies can be had for distribution from the American Library Association at \$6 per 100. It is very likely, with the wide distribution of this list thru the Haskin Bureau, that many booksellers will have calls for the volumes listed. Publishers and prices are given. Along with the list of informational books a list of 50 books for children has been included.

Shaw Discusses the Films

THE sins of the American movies have been gone over with care by Bernard Shaw, but, after cataloging its shortcomings, he does not condemn the art itself and may, in fact, try his hand some time at the scenario:

"That," he says, "is a new art. I might be tempted to try my hand at it. But after all, if one has the gift of language, asking one to write a dumb show is rather like asking a Titian to paint portraits in black and white. Still there is one sort of dumb show that is something more than a play with the words left out and that is a dream. If I ever do a movie show, it will have the quality of a dream. Movie plays should be invented expressly for the screen by original, imaginative visualizers."

Regarding the subject matter of American films, he says: "The movie play has supplanted the old-fashioned tract and Sunday school prize. It is reeking with morality."

A Masterpiece of Book Making

THE occasion of Bertram Goodhue's death has prompted an article in the *Linotype Bulletin* on "Goodhue: Architect and Book Designer," in which it is said:

"His greatest achievement in printing was in the Merrymount Press 'Altar Book,' two pages of which are reproduced. The Merrymount type in which the book was set was designed by Goodhue, and the borders and initials were also his work. It has been said of this book that 'no finer design in the Gothic manner has been wrought in America.' It remains an outstanding example of the close connection between architecture and typography and of the magnificent results that can be accomplished by the application of architectural principles to book design."

Four Centuries of Fine Printing

STANLEY MORISON'S "Four Centuries of Fine Printing" announced some time ago, is now being delivered to subscribers, and its limited edition of 440 copies is all subscribed, and of the special edition of 13 copies only one remained several weeks ago. In addition to an introductory essay and indexes, this volume consists of 240 pages of facsimiles taken from fine books printed at presses established in Europe and America within the years 1500 to 1914. The book is limited to the consideration of printing in the roman letter, and for the sake of completeness includes some examples of the work of the brothers da Spira and Nicholas Jensen. The reproductions are in the finest collotype and in the size and colors of the originals. In the case of notable books like the *Horae* of Tory and the *Calendrier Historial* of Jean de Tournes, facsimiles have been made of a number of pages. Equally fine modern books like Bruce Rogers' edition of the "Compleat Angler" or Mr. Updike's "Wedding Journey of the Amorys" have been similarly treated; and two pages or more are shown of many of the finest books of the 16th century Paris and Lyons presses. Thus there are no fewer than 676 exhibits, of which a large number are in folio, and the volume may fairly claim to be unique. No study of fine printing on this scale has hitherto been attempted.

Obituary

HENRY RICHARD TEDDER

HENRY RICHARD TEDDER, librarian of the Athenaeum Club in London, died on August 1st, age seventy-four. He was a contributor to the "Encyclopaedia Britannica" and the "Dictionary of National Biography," and a prominent leader in the library movement in England. He was joint secretary of the International Conference of Librarians in 1877 and for many years treasurer of The Library Association.

Communications

COLLECTING MACHEN

Grant Richards Ltd., Publishers,
8 St. Martin's Street, London,
August 12th, 1924.

Editor, Publishers' Weekly:

I have been particularly interested in the seventh of H. D. Clevely's articles on How to Collect First Editions, and his statement that a friend of his has an "absolutely complete and up to date" Machen collection. Has he, I wonder, a proof copy—the book never went beyond that stage—of "The Garden of Avallaunius"? This was the title that Mr. Machen first intended for "The Hill of Dreams," but for one reason or another publication under the title of "The Garden of Avallaunius" was not proceeded with. And indeed, writing without reference, I think the story suffered certain slight alterations before it came out under the later title. I know of the existence of only one copy of "The Garden of Avallaunius," and that has Mr. Machen's own proof corrections. I should be interested to hear if there are other copies in America.

Yours faithfully,
GRANT RICHARDS.

EXPERTS NEEDED

New York City,
August 26, 1924.

Editor, Publishers' Weekly:

Merely as a hint to the American Booksellers' Association, I call attention to the fact that the organized Barbers' Protective Association in convention assembled at Milwaukee declared itself in favor of a two year college course for all barbers.

If they regard such training as important for people who treat merely the outside of the public head, is it not desirable that we cultivate at least an equally high ideal for those who serve that which lodges underneath the coiffure?

Yours truly,
B. W. HUEBSCH.

Correction

IN the obituary of John R. Coryell in the *Publishers' Weekly* of August 2nd, the statement was made, copied from the obituary in the public press, that he had at one time used the nom de plume of Bertha M. Clay. This was an error. Mr. Coryell did write some of the "Nick Carter" stories and did a great deal of serial work under the name of Lillian R. Drayton and Lucy May Russell. The name of Bertha M. Clay is a pseudonym given by Street & Smith in the days of the old *New York Weekly* to Charlotte M. Braeme, an English writer of the popular type of love story. After Mrs. Braeme's death, other authors contributed serials to the *Weekly* under that pseudonym. Thomas Hanshew, for instance, was one of them.

New Publishing House

PAYSON & CLARKE COMPANY have opened offices at 385 Madison Avenue. They expect to be ready in a few months with a program of publishing, especially in the field of art and fine brochures, possibly with magazines. A detailed announcement will be made later in the year.

William Farquhar Payson has been business manager of *Success Magazine*, and previously had been managing editor of *Vogue*, and a member of the *New York Times* editorial staff. For a considerable period he represented American publishers in the office of William Heinemann in London before Mr. Heinemann's death.

James Irving Clarke has been managing editor of *Success* and had formerly been second vice president of the National Bank of Commerce and a member of the editorial staff of the *New York Sun*.

Personal

HARPER & BROTHERS announce that Frederick S. Crofts, for some years Manager of their Educational Department, has to their great regret withdrawn from business. To that position they have appointed Frank S. MacGregor who has had a wide experience in the College Textbook Departments of Houghton, Mifflin Co. and Henry Holt & Co., and who is well fitted to carry on the work that Mr. Crofts has done so successfully and to put into effect their plans for a further development of this branch of the business.

THE ATLANTIC MONTHLY PRESS, INC., announces that Walter R. Kohr, formerly Western Manager of the Trade Department of The Macmillan Company, will become its special sales representative on September 1st, 1924.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: *F.* (folio: over 30 centimeters high); *Q* (4to: under 30 cm.); *O* (8vo: 25 cm.); *D.* (12mo: 20 cm.); *S.* (16mo; 17½ cm.); *T.* (24mo: 15 cm.); *sq.*, *obl.*, *nar.*, designate square, oblong, narrow.

Adams, Frederick A.

Projects in furniture making. 96p. il. O [c. '24] Milwaukee, Bruce Pub. Co. \$1.45

Addington, Sarah

Round the year in Pudding Lane; il. by Gertrude A. Kay. 231p. O '24 c. '23, '24. Bost., Little, Brown. \$2

Twelve original and whimsical tales—one for each month—of the adventures that happened to the Mother Goose children who lived in Pudding Lane.

Alexander, William

One hundred ways of canvassing for life insurance. 361p. D '24 N. Y., Spectator Co. \$3.50

Ames, Joseph Bushnell

Curly Graham, cowpuncher. 329p. il. D [c. '24] N. Y., Century \$1.75

A popular hero of earlier juvenile tales is working on his own ranch.

Angellotti, Marion Polk

Three black bags. various p. D (Copyright fiction) '24 N. Y., Burt 75c.

Animal book, The

180p. il. (pt. col.) Q [c. '24] N. Y., Cupples & Leon \$1.25

Ashley, Roscoe Lewis

The constitution today. 250p. il. D '24 N. Y., Macmillan \$1.20

Banks, Helen Ward

The house of the lions. 249p. il. D [c. '23, '24] N. Y., Century \$1.75

A novel for young people in their 'teens, with an incidental mystery, not entirely cleared up until the final pages.

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

Spaniard's cave. 324p. il. D [c. '24] N. Y., Century \$1.75

A month of exciting adventure begins when Joe Whitman, in order to get an important piece of information to his father, leaps aboard the Bermuda steamer on which he supposes him to be sailing.

Bell, Edward Price

Steadfast France; that nation's aims set forth in an interview with its ex-president and ex-premier, Raymond Poincaré; with an appreciation of the French statesman by Paul Scott Mowrer. 111p. D (Chic. daily news reprints, no. 14) c. '24 Chic., Chicago Daily News pap. 10c.

Barlow, Glyn

The story of Madras. 127p. il. maps. D '24 c. '21 N. Y., Oxford 75c.

Barrington, E., pseud.

The gallants; following according to their wont the ladies! 308p. il. D [c. '24] Bost., Atlantic Monthly \$3.50

In this companion volume to "The Ladies!" the author centers each story around some romantic masculine figure of history.

Bartholomew, John, ed.

The handy reference atlas of the world; 10th ed. various p. il. (col.) maps (col.) D '24 Bost., Chas. E. Lauriat \$4.50 bxd.

An up-to-date, authoritative atlas in handy form for desk or library shelf.

Baxter, George Owen

The long, long trail. various p. D (Copyright fiction) '24 N. Y., Burt 75c.

Bayern, H. A.

Cutting the cost of auto insurance in half. 48p. S N. Y., Spectator Co. pap., \$1; fab., \$1.50

Bechdolt, Frederick Ritchie

Tales of the old-timers. 367p. front. D [c. '24] N. Y., Century \$2

A volume of true stories of the cattle states of the old West.

Becke, Louis, i. e. George Louis

Rodman the boatsteerer and other stories. 330p. D [n. d.] Phil., Lippincott \$2

A new volume in the uniform collected edition of the works of Louis Becke.

Benson, Arthur Christopher

Chris Gascoyne; an experiment in solitude; from the diaries of John Trevor. 315p. D '24 N. Y., Dutton \$2.50

The story of a man who gave up his busy futile life in London and bought a house in the country, hoping to "find himself."

"Big Rich"

My alligator grin and other poems. 60p. il. S. c. '24 Evansville, Ind., E. A. Richardson pap. apply

Burrill, Ellen Mudge

The State house, Boston, Mass.; 8th ed. 174p. il. D '24 Bost., Wright & Potter Pr. Co. pap. apply

Bercovici, Konrad

Iliana; stories of a wandering race. 324p. D c. N. Y. Liveright \$2
Eleven short stories—each of them awarded three stars, the highest ranking in the annual listings of Edward J. O'Brien, the short story expert.

Berk, Lucile

Proverb stories of many lands. 250p. il. D [c. '24] N. Y., Century \$1.75
Twelve short stories of boys and girls in many lands and ages, each typifying some bit of folk wisdom.

Betten, Francis Sales

Historical terms and facts; a reference book for students of history. 175p. il. D [c. '24] Bost., Allyn & Bacon \$1
Planned as a companion volume to two of the author's books, "The Ancient World" and "The Modern World," and designed mainly for Catholics.

Blanchard, Harold F., and Oliver, A. F.

Electrical equipment of the automobile. 453p. diagrs. O c. N. Y., U. P. C. Bk. Co. \$3.50
Designed to instruct the reader in locating and curing trouble in automotive electrical equipment, this book is intended for the average automobile owner as well as the garage man and electrical repairman.

Bojer, Johan

A pilgrimage; tr. from the Norwegian by Jessie Muir. 246p. D [c. '24] N. Y., Century \$1.75

This new novel by the author of "The Great Hunger" is a study of the mother of an illegitimate child whose problems seem to be solved thru its adoption by unknown people.

Bolitho, William

Leviathan (England-France). 180p. O c. N. Y., Harper bds. \$2
Essays on varied aspects of life, chiefly in London and Paris, which originally appeared in the *New York World* and the *Outlook* (London).

Bower, Lahman Forrest

The economic waste of sin. 272p. (bibl. footnotes) D [c. '24] N. Y., Abingdon \$1.75
An attempt to appraise the wastefulness of sin in the realm of economics and to find out what sin costs our country each year in actual dollars and cents.

Brazil, Angela

Schoolgirl Kitty. 308p. il. D '24 c. '23 N. Y., Stokes \$1.75
A story of English and American girls at school in Paris.

Brown, Irving

Gypsy fires in America; a narrative of life among the Romanies of the United States and Canada. 252p. il. O c. N. Y., Harper \$3
The author is a student of gypsy life and history, a wanderer and a blood brother of the Romany, welcome to their camps all over the world.

Camp, Walter, ed.

National collegiate athletic association football rules; official intercollegiate foot ball guide. 337p. il. D (Spalding's athletic lib., no. 200-R) c. '24 N. Y., American Sports Pub. Co. pap. 25c

Carter, E. Ellin

Designs for artistic leather work; elementary, 2. 16p. il. O [n. d.] N. Y., Spon & Chamberlain pap. 75c

Brown, Percy

Indian painting under the Mughals, A.D. 1550 to A.D. 1750. 204p. il. (pt. col.) Q '24 N. Y., Oxford \$35

Brown, William Jethro

The underlying principles of modern legislation. 334p. O '24 N. Y., Dutton \$3.50

Bumpus, Thomas Francis

Ancient London churches. 423p. il. (col. front.) O [n. d.] N. Y., Stokes bds. \$4.50
A complete treatment of London's old churches with an introductory sketch on church architecture.

Cadby, Carine

The brownies in Switzerland; a children's winter sport holiday. 133p. il. (col.) O [c. '24] N. Y., Macaulay \$1.50

Calkins, Earnest Elmo

"Louder please!" the autobiography of a deaf man. 260p. il. O [c. '24] Bost., Atlantic Monthly \$2.50

The life of a successful business man and writer of ability.

Callan, Frank H.

Excellence in English; the power of prose; with copious examples. 549p. O c. N. Y., Devin-Adair \$4.50

With a foreword by Dr. William L. Ettinger, superintendent of schools in New York City.

Cameron, Rev. Duncan

Songs of sorrow and praise; studies in the Hebrew psalter; Hastie lectures (Glasgow University), 1920. 249p. D '24 N. Y., Scribner \$2.50

Canton, William

The Bible story. 460p. il. (col.) map O [n. d.] N. Y., Doran \$3.50
A new edition of a Bible paraphrase for children.

Carman, Bliss, i.e., William Bliss

Ballads and lyrics. 303p. S [c. '24] Bost., Small, Maynard \$2

The endpaper poems have been written specially for this volume, which includes all the poet's early poems, published, as a whole, for the first time in America.

Céard, Henry

A lovely day; tr. by Ernest Boyd. 198p. D c. N. Y., Knopf bds. \$2

The story of a single day in the humdrum existence of a respectable housewife who tries in vain to escape into a passionate adventure. The author is a member of the Goncourt Academy.

Chambers, Robert William

The talkers. various p. D (Copyright fiction) '24 N. Y., Burt 75c

Designs for artistic leather work, consisting of a graduated series of outlines for students and others; advanced, pt. 2. 16p. Q [n. d.] N. Y., Spon & Chamberlain pap. 90c

Chamberlain, Thomas Roscoe

Introduction of parasites of the alfalfa weevil into the U. S. 9p. il. O (U. S. dept. of agric., dept. circ.) '24 301 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Chapin, Anna Alice

The true story of Humpty Dumpty; how he was rescued by three mortal children in Make Believe land; ill. by Ethel Franklin Betts. 205p. il. (front. col.) O [c. '05; '24] N. Y., Macaulay \$1.25

Chapple, Joseph Mitchell

Life and times of Warren G. Harding, our after-war president. 395p. il. O c. Bost., Chapple Pub. Co. \$3.50

Chisholm, Arthur Murray

When Stuart came to Sitkum; a western story. 320p. D [c. '24] N. Y., Chelsea House \$2

Church, Alfred J.

Roman life in the days of Cicero; sketches drawn from his letters and speeches; American ed. 302p. il. D '24 N. Y., Macmillan \$2

Clausen, Bernard, Chancellor, D.D.

Pen portraits of the twelve. 153p. il. D [c. '24] N. Y., Revell \$1.50

Character studies of the twelve apostles.

Codd, Mortimer Arthur

Electric wiring diagrams for motor vehicles; embracing all the leading systems of lighting, starting and ignition for British, American and European motor vehicles. 92p. O '24 N. Y., Spon & Chamberlain \$1.05

Collins, Archie Frederick

The boy chemist. 319p. front. diagrs. D [c. '24] Bost., Lothrop \$2

Experiments simply and clearly presented.

Collodi, Carlo, pseud. [Carlo Lorenzini]

Pinocchio; the adventures of a little wooden boy; tr. by Joseph Walker. 246p. il. (pt. col.) D ['24 c. '09] N. Y., Crowell \$1.50

A new large type edition of this childhood favorite.

Coverdale, Harry

The seventh shot. 318p. D [c. '24] N. Y., Chelsea House \$2

A mystery story.

Crookshank, Francis Graham, M.D.

The Mongol in our midst; a study of man and his three faces. 123p. (top. bibl.) il. S [c. '24] N. Y., Dutton \$1.50

The author, a well-known English doctor, brings forward a mass of evidence in favor of a threefold origin of the human race.

Daly, Thomas Augustine

Herself and the houseful; being the middling-mirthful story of a middle-class American family of more than middle size. 155p. il. (col. front.) D [c. '24] N. Y., Harcourt \$2

The author's first adventure in prose tells of the combined fun and troubles he and Mrs. Daly had in raising their large family.

Coleman, Caryl

Novena in honor of blessed Therese of the Child Jesus (the little flower of Jesus), with a preface by Rev. William R. Charles. 32p. il. T '24 N. Y., Benziger Bros. pap. 15c.

Darrow, George McMillan and others

Establishing cranberry fields. 40p. il. O (U. S.

Davis, Ozora Stearns

Principles of preaching; a textbook based on the inductive method, for class use and private study. 287p. (bibl. footnotes) D (Univ. of Chic. pubs, in religious educ.) [c. '24] Chic., Univ. of Chic. Press \$2.50

Dendy, Arthur

The biological foundations of society. 207p. il. D '24 N. Y., Appleton \$2.50

The development of man and the process by which the race has evolved and built up in its evolution its present structure of civilized society.

Derennes, Charles

The life of the bat; tr. from the French by Louise Collier Willcox. 183p. D c. N. Y., Harper \$2

The life story of the bat by one of the most popular nature-writers of France.

Dudeney, Mrs. Henry Ernest

The finger-post. 323p. D '24 N. Y., Min- ton, Balch \$2

The discerning study of a strange young man with intimations of genius and his struggle against the ignorance and prejudice of the simple, toiling men and women of the Sussex Weald.

Durell, Fletcher and Arnold, Elmer Ellsworth

A second book in algebra; enl. ed. 358p. diagrs. D [c. '20, '24] N. Y., Chas. E. Mer- rill \$1.48

Dye, Frederick W.

Heating and hot water work; some of the problems and difficulties arising in practice. 199p. diagrs. D '24 N. Y., Spon & Chamber- lain \$2.50

Dyer, Walter Alden

Many dogs there be. 333p. D [c. '24] N. Y., Century \$2

Some of the dog stories in this collection of twelve have previously appeared in magazines.

Eaton, Walter Prichard

The actor's heritage; scenes from the theatre of yesterday and the day before. 294p. il. D [c. '24] Bost., Atlantic Monthly bds. \$4

Amusing anecdotes as well as wise comment on plays and players of the early English and American stage; and a vivid study of the development of the theater in America.

Emerson, Edwin

Benedict Arnold; a drama of the American Revolution in three acts and a prelude. 142p. D [c. '23, '24] N. Y., Vail-Ballot Press, 200 Fifth Ave. pap. priv. pr

Ervine, St. John Greer

The organised theatre; a plea in civics. 213p. D '24 N. Y., Macmillan \$1.75

The author pleads for an endowed theater, as a civic institution, which, he says, will have to be built up from the ruins of the repertory theater.

dept. of agric., farmers' bull.) no. 1400 '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Ewing, Paul Albert

Pumping from wells for irrigation. 30p. il. (U. S. dept. of agric., farmers' bull. no. 1404) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Eyton, John Seymour

Expectancy; a novel. 329p. D [c. '24] N. Y., Century \$2

Full of the fascination of India—not the India of the great military towns but the India of the Himalayan hills, of the planter, the naturalist and vagabond.

Faris, John Thomson

Where our history was made; bk. 2. 367p. il. D [c. '24] Bost., Silver, Burdett \$1.08

Feiling, Keith

A history of the Tory party, 1640-1714. 526p. O '24 N. Y., Oxford \$6

Felt, Ephraim Porter

Manual of tree and shrub insects. 408p. il. D (The rural manuals) c. N. Y., Macmillan \$3.50

A general account of the more important or common insects attacking shade and forest trees and woody ornamentals, by the State Entomologist of New York.

Field, Rachel Lyman

The pointed people; with silhouettes by the author. 110p. D c. New Haven, Conn., Yale \$1.25

A book of child verse touching all sorts of things from skyscrapers and city lights to sunshine and shadows and elfin thoughts and fancies.

Fitch, John Andrews

The causes of industrial unrest. 438p. (bibl. footnotes) O c. N. Y., Harper \$3

An important book on one of the most-discussed questions of the present time. The author is a lecturer at the New York School of Social Work and at Columbia University.

Flecker, O. J.

A school chemistry. 238p. diagrs. D '24 N. Y., Oxford \$1.20

Foote, John Ambrose, M. D., comp. and ed.

State Board questions and answers for nurses; being the actual questions submitted at the examinations of 31 state examining boards for nurses, with answers; 3rd ed., rev. and enl. 468p. O (Lippincott's nursing manuals) [c. '17, '19, '24] Phil., Lippincott \$3.50

Fox, David

Ethel opens the door. various p. D (Copyright fiction) '24 N. Y., Burt 75c.

Friel, Arthur O.

The river of seven stars. 476p. il. O [c. '24] N. Y., Harper \$3.50

The true story of a six-thousand-mile trip through the wilderness of South America.

Gabriel, Gilbert Wolf

Brownstone front. 365p. D [c. '24] N. Y., Century \$2

Fleming, Henry Craig, M. D.

Medical observations on the Zuni Indians, various p. il. O (Contribs. from Mus. of Amer. Indian, Heye Found, v. 7, no. 2) '24 N. Y., Museum of the American Indian, Heye Found pap. apply

Hood, William Ross

Free textbooks for public-school pupils. 15p. O

A novel of Brooklyn and New York in the days when bicycling was the national sport, and Fifth Avenue was all brownstone and empty lots.

George, Walter Lionel

The triumph of Gallio. 308p. D c. N. Y., Harper \$2

The loves and career of Holyoake Tarrant, radical agitator, shopkeeper, millionaire and peddler.

Gilbert-Carter, Humphrey

Descriptive labels for botanic gardens. 80p. T '24 N. Y., Macmillan pap. 60c.

Gillilan, Strickland W.

Laugh it off; including Songs of sanity. 120p. D c. Chic., Forbes & Co., 443 S. Dearborn St. \$1.25

A humorist-philosopher pokes fun at Fear.

Graphic selling charts. 70p. Q '24 N. Y., Spectator Co. flex. cl. \$10

Gray, Carl William and others

Fundamentals of chemistry. 465p. il. D [c. '24] Bost., Houghton \$1.68
An elementary course.

Greene, Mrs. Anne Bosworth

Greylight. 222p. il. D [c. '23, '24] N. Y., Century \$1.75

Greylight is a silvery white Shetland pony who comes to live with a little girl and her mother in a town by the sea.

Greig, Maysie

Peggy of Beacon Hill. 290p. D [c. '24] Bost., Small, Maynard \$2

A lively story of modern youth, love and frivolity laid among the quaint by-ways of Boston's Beacon Hill.

Hall-Quest, Alfred Lawrence

Supervised study in the elementary school. 485p. D (Supervised study ser.) c. N. Y., Macmillan \$2

Hanshew, Mary E. and Hanshew, Thomas W.

The riddle of the spinning wheel. various p. D (Copyright fiction) '24 N. Y., Burt 75c.

Hardy, E. G.

Some problems in Roman history; ten essays bearing on the administrative and legislative work of Julius Caesar. 342p. O '24 N. Y., Oxford \$6

Harris, Albert Mason

Selected orations. 444p. D [c. '24] Nashville, Tenn., Cokesbury Press \$1.75

A collection of one hundred choice speeches and selections edited and arranged by the professor of public speaking and debate in Vanderbilt University.

Harrison, Norman B.

His salvation: as set forth in the Book of Romans. 158p. D [c. '24] Chic., Bible Inst. Colportage Ass'n, 826 N. La Salle St. \$1

(U. S. bur. of educ., bull. 1923, no. 50) '24 Wash. D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Howard, Leland Ossian, and Bishopp, F. C.

The house fly and how to suppress it. 19p. il. O (U. S. dept. of agric., farmers' bull., no. 1408) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Henderson, Bernard Lionel Kinghorn
Morland and Ibbetson. 175p. il. S (British artists ser.) ['23] N. Y., Stokes
bds. \$1.50

Hergesheimer, Joseph
Balisand. 371p. D c. N. Y., Knopf \$2.50
The Virginia of Washington and Jefferson, the century-old struggle between politics and patriotism live again in the life, loves and death of Richard Bale of Balisand.

Hughes, Thomas
Tom Brown's school days; ed. by Frank Sidgwick, with a preface by Lord Kilbracken. 376p. il. O [n. d.] N. Y., Stokes
\$2.50

Humphrey, Zephine and Lee, Elizabeth Sykes
The story of Dorset [Vermont]. 288p. il. D c. Dorset, Vt., Public Library
\$2

Jeffery, Jeffery E.
The burden. 274p. D c. N. Y., Seltzer \$2
A story of the circumstances that convert the love of a happily married man into bitterness.

Joad, C. E. M.
Introduction to modern philosophy. 112p. il. D (World's manuals) '24 N. Y., Oxford
\$1

Jowett, John Henry, D. D.
Springs in the desert; studies in the Psalms. 308p. D [c. '24] N. Y., Doran
\$1.50

Kelley, Ethel May
Wings. 214p. D c. N. Y., Knopf
This study of a man and three women—the one he married, the one he loved, and the one who should have been his wife, is woven on a screen of life in Europe and New York.

Kirkpatrick, Blaine E.
Young people's work for young people; a handbook of interpretation and method for the Epworth league. 292p. S [c. '24] N. Y., Methodist Bk. Concern
\$1

Langner, Lawrence
Moses; a play, a protest and a proposal. 236p. D c. N. Y., Liveright
\$2

A comedy-drama in a prologue and seven scenes by one of the original directors of the Washington Square Players and the founder and one of the directors of the New York Theatre Guild. "Moses" is a daring and entertaining interpretation of the Old Testament story.

Lauer, Conrad N.
Engineering in American industry—the development of industry in these United States during one hundred and twenty years. 96p. il. Q '24 N. Y., McGraw-Hill
\$2.50

Lawrance, Marion
My message to Sunday school workers. 305p. front. (por.) D [c. '24] N. Y., Doran
\$2
The author's twenty-five greatest addresses.

Jacob, Francis W.
Leading cases on the law of torts in Massachusetts. 184p. O [c. '24] Amesbury, Mass., Guild & Cameron, Prs. pap. \$1.75

Keller, William A.
Rensselaerville, an old village of the Helderbergs. 16p. il. Q (White pine ser. of arch. mono-

Leland, Charles Godfrey

The gypsies; centenary ed.; with introd. by Elizabeth Robins Pennell. 380p. front. (por.) O '24 c. '82, '24 Bost., Houghton
\$3
A new edition in honor of the hundredth birthday of the author.

Le Queux, William Tufnell

Things I know about kings, celebrities and crooks. 320p. il. O [n. d.] N. Y., Stokes \$4
Interesting anecdotes about the great world and the underworld, by a cosmopolitan.

Lescarboura, Austin Celestin

Radio for everybody; entirely rewritten and enl. ed. 368p. il.; diagrs. D c. N. Y., Scientific American Pub. Co. \$1.50

"A popular guide to the fascinating subject of radio communication in general, and the practical reception of radio broadcasting programs and news features in particular, for the layman who wants to apply radio for his pleasure and profit without going into the special theories and the involved intricacies of the art."

Lomer, R. E.

Automobile repair manual; a treatise on the theory, practice and repair of the gasoline automobile. 303p. diagrs. O c. N. Y., U. P. C. Bk. Co. \$3

Covering the principles of operation, care and use of tools—for the motoring public as well as the mechanic.

Loti, Pierre, pseud. [Louis Marie Julian Viaud]

The Iceland fisherman (Pêcheur d'Islande); tr. from the French by W. P. Baines. 256p. front. (col.) O [n. d.] N. Y., Stokes
\$4
A volume in the uniform edition of the author's works.

Lowry, Edith Belle, M. D. [Mrs. Richard Jay Lambert]

What does your child weigh? 187p. D (Orchard Hill camp ser.) [c. '24] Chic., Forbes & Co., 443 S. Dearborn St. \$1.25

A guide to the health care of children from two to fifteen years old, with directions for diet, development, health habits, etc.

Luckenbill, Daniel David

The annals of Sennacherib. 207p. il. Q (Univ. of Chic. Oriental inst. pubs., v. 2) [c. '24] Chic., Univ. of Chic. Press bds. \$4

A significant work for Old Testament students and those interested in ancient Oriental civilization. The author is professor of Semitic languages and literature in the University of Chicago.

McCarter, Margaret Hill

Homeland. various p. D (Copyright fiction) '24 N. Y., Burt
75 c.

MacDonough, Glen and Chapin, Anna Alice
Babes in toyland. 180p. il. (pt. col.) O [04, '24] N. Y., Macaulay
\$1.25

In which Jane and Alan are shipwrecked and meet with very many interesting adventures.

graphs, v. 10, no. 4) [c. '24] N. Y., Russel F. Whitehead, 150 E. 61st st. pap. apply

Lescohier, Don Divance

Sources of supply and conditions of employment of harvest labor in the wheat belt. 27p. il. O (U. S. dept. of agric., dept. bull, no. 1211) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

McFee, Inez Nellie [Mrs. M. M. McFee]

Lives of busy neighbors. 319p. il. D c. N. Y., Stokes \$2

Life in the insect kingdom, and the fascinating details of its trades, professions, laws and wars, etc. \$2

MacGowan, Alice

A girl of the plains country. 351p. D c. N. Y., Stokes \$1.75

A novel for girls, with the scene a Texas ranch.

Machen, Arthur

The London adventure; an essay in wandering. 170p. D c. N. Y., Knopf \$2

Autobiographical in tone, this book of essays is, in a sense, a companion volume to "Far Off Things" and "Things Near and Far."

Maclay, Edgar Stanton

A history of American privateers. 558p. il. O '24 c. '99 N. Y., Appleton \$3

Mr. Maclay's book fills in the picture of one of the most fascinating phases in the history of early American shipping—that period from before the Revolution until after the War of 1812 when the privateers sailed the high seas.

McLean, McDugald Keener

Tuberculosis; a primer and philosophy for patient and public. [rev. ed.] 174p. D [c. '22, '24] N. Y., Journal of Outdoor Life, 370 7th Ave. \$1

McMurtrie, Douglas Crawford

Type specimens; a contribution to typographic bibliography; lim. ed. 16p. D '24 Chic., Rob't O. Ballou bds. \$2

A bibliography of type specimens in an exhibition of the American Institute of Graphic Arts.

The Pierre Cot type specimen of 1707; with a reproduction in facsimile of the original specimen; lim. ed. 24p. O '24 Chic., Rob't O. Ballou bds. \$2

Marquette readers, The; primer; by Sisters of Mercy, St. Xavier College, Chicago, Illinois; il. by Maud and Miska Petersham. 110p. il. (col.) D '24 N. Y., Macmillan 60 c.

Marr, George Summerfield

The periodical essayists of the eighteenth century; with illustrative extracts from the rarer periodicals. 264p. O '24 N. Y., Appleton \$2.50

Melville, Herman

White jacket. various p. D (copyright fiction) '24 N. Y., Burt 75 c.

Merz, Charles

Centerville, U. S. A. 275p. D [c. '24] N. Y., Century \$2

A series of short stories and sketches, some of them previously published, revealing the American small town with honesty and without bitterness.

Marsh, Charles Dwight and Clamson, A. B.

The meadow death camas (*Zygadenus venenosus*) as a poisonous plant. 15p. il. O (U. S. dept. of agric.; dept. bull. no. 1240) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Oetteking, Bruno

Reclination of the pars basilaris in normal and in artificially deformed skulls. 25p. (bibl.) S (Indian notes and monographs, no. 27) '24 N. Y., Museum of American Indian, Heye Found. pap. apply

Miller, Elizabeth York

Obligations. 335p. front. D [c. '24] N. Y., Century \$2

The story opens in Little Rock, shifts to Washington and London, and then to Paris and its suburbs.

Monkhouse, Allan Noble

My daughter Helen. 311p. D [c. '24] N. Y., Harcourt \$2

A daughter, her choosing of a husband and their marriage as perceived by her father is the theme of this novel by the literary editor of the *Manchester Guardian*

Moore, John Robert

Symphonies and songs [verse]. 86p. D '23 c. Bost., Four Seas \$1.50

More, Sir Thomas

Sir Thomas More: selections from his English works and from the Lives by Erasmus and Roper; ed. by P. S. and H. M. Allen. 208p. il. D (Clarendon English ser.) '24 N. Y., Oxford \$1.20

Morgan, John Jacob Brooke

The psychology of the unadjusted school child. 311p. (bibl.) D c. N. Y., Macmillan \$2

The fundamental points of abnormal psychology explained to give the teacher a clearer understanding of human nature.

Nathan, George Jean

Materia critica. 242p. O c. N. Y., Knopf \$2.50

The eighth in the series of Mr. Nathan's books on art, criticism, drama, acting, and the theater.

Ninde, Edward S.

George Whitefield, prophet-preacher. 222p. il. D [c. '24] N. Y., Abingdon \$1.50

George Whitefield, one of the foremost preachers of his day, was associated with the Wesleys in their work of religious reformation in England.

North, Grace May

Dixie Martin, the girl of Woodford's canon. 363p. il. D [c. '24] Bost., Lothrop \$1.75

A story, laid in the Sierra Nevada Mountains, for girls from ten to fourteen.

O'Brien, Sara Redempta

Beginners' English for foreigners. 160p. il. D [c. '24] Bost., Houghton 76 c.

O'Shea, M. V. and Kellogg, J. H.

Health habits, rev. ed. 263p. il. D '24 N. Y., Macmillan 80 c.

Paine, Ralph Delehaye

Joshua Barney; a forgotten hero of blue water. 418p. il. O [c. '24] N. Y., Century \$4

The stirring history of a real man—Joshua Barney, who played an important part in the Revolution and the war of 1812.

Ovette, M.

Bargain magic. 48p. D '24 Milwaukee, Wis., Caspar pap. 50 c.

Penn. Compensation Rating and Inspection Bureau

Statistical analysis of coal mine accidents in Pennsylvania, 1916 to 1922 inclusive. 140p. O [n. d.] Harrisburg, Pa., [Author], Coal Mine Section pap. apply

- Parker, T. Jeffery and Haswell, William A.**
A textbook of zoology, v. 2. 734p. il. diagrs. O '24 N. Y., Macmillan \$6.50
- Partners in the conquering cause.** 144p. S [c. '24] Dayton, O., Bd. of Administration, United Brethren in Christ 50c.
- Payne, Enoch George**
We and our health; bk. 1. 86p. il. (pt. col.) O c. N. Y., American Viewpoint Soc. \$1
A health book for children.
- Phillips, Charles**
The Teacher's year; an informal handbook for the Catholic educator. 286p. D c. N. Y., P. J. Kenedy \$1.75
- Piper, Charles Vancouver**
Forage plants and their culture; rev. ed 696p. il. D (Rural textbooks ser.) '24 c. '14, '24 N. Y., Macmillan \$3.80
- Pitman, Norman Hinsdale**
Chinese fairy tales. 230p. il. (col.) D [c. '10, '24] N. Y., Crowell \$1.60
A revised and enlarged edition.
- Ransome, John Crowe**
Chills and fever; poems. 95p. O c. N. Y., Knopf bds. \$1.50
Much of this verse by a young Tennessean has appeared in such magazines and newspapers as the *Fugitive*, the *Literary Review*, the *Bowling Green* (N. Y. *Evening Post*), etc.
- Read, Harlan Eugene and Harvey, Charles J.**
Bookkeeping and accounting. 221p. diagrs. O (Read system of commercial texts) c. N. Y., Macmillan \$1.88
- Reynolds, Helen Wilkinson**
Poughkeepsie; the origin and meaning of the word. 93p. (6p. bibl.) il. 2 (Collections of the Dutchess County Historical Society, v. 1) c. Poughkeepsie, N. Y. [Author] \$3
The authentic and romantic history of Poughkeepsie with information about the Indians and the first white men in Dutchess County.
- Rhoades, Nina, pseud. [Cornelia Harsen Rhoades]**
The adventures of Joan. 237p. il. D [c. '24] Bost., Lothrop \$1.50
Joan is a little blind girl of eleven, who tells her own story of her remarkable adventure.
- Roe, Edward Thomas**
Lessons in business; a complete compendium of how to do business by the latest and safest methods; census ed. 512p. il. diagrs. D '24, c. '18-'24 Chic., John A. Herzel Co. \$1.90; lea. \$2.00
Embracing finance, trade and speculation, legal facts and forms, civil service requirements, etc., with chapters on lumbering, farming and other trades.
- Ramser, Charles Ernest**
Terracing farm lands. 24p. il. O (U. S. dept. of agric., farmers' bull., no. 1386) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply
- Snyder, Thomas Elliott**
Tests of methods of protecting woods against termites or white ants; a progress report. 16p. O (U. S. dept. of agric.; dept. bull. no. 1231) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply
- Rose, John Holland**
Life of William Pitt. various p. front. (por.) O '24 N. Y., Harcourt \$7.50
The present edition compresses into one volume the whole of the two previous volumes entitled "William Pitt and National Revival" and "William Pitt and the Great War," which were published in 1911.
- Rutter, Frank U. P.**
Wilson and Farington. 171p. il. S (British artists ser.) ['23] N. Y., Stokes bds. \$1.50
- Sabatini, Rafael**
The life of Cesare Borgia, of France, Duke of Valentinois and Romagna, Prince of Andria and Venafri, Count of Dyois, Lord of Piombino, Camerino and Urbino, Gonfalonier and Captain-General of Holy Church; a history and some criticisms. 500p. front. (por.) map. D '24 Bost., Houghton \$2.50
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Old and Rare Books



Edited by Frederick M. Hopkins

HERE is a wide and steadily growing interest in books relating to printing as a fine art, as well as finely printed books. books.

AN edition de luxe of "Saint Joan" by Bernard Shaw, with designs in colors and black and white, by Charles Ricketts, limited to 750 copies, will be published this fall by Constable of London.

TWO unpublished stories by Napoleon, one of 600 words and the other of 2300 words, were published in *The Sphere* of London last month. The story of how these manuscripts were discovered was told with the publication of the shorter story.

IN the Boni & Liveright catalog of limited editions to be issued in the autumn is "The Complete Works of Eugene O'Neill," in two volumes. They will include a new play not hitherto published. The edition will be autographed and limited to 1200 numbered sets.

ERNEST BENN LTD. of London announced several weeks ago that Stanley Morison's "Four Centuries of Fine Printing" the stock of which had been reduced to 15 copies only, would be imme-

diately advanced from ten and one-half guineas to twenty-five guineas. The announcement was also made that a companion volume by Mr. Morison to be entitled "Fine Modern Printing" which will be a strictly limited edition at approximately twelve guineas net will follow.

THE Bibliophile Society of Boston announces the early publication of a volume which give promise of occupying a distinctive place in Dickens literature. It is entitled "Dickens in Cartoon and Caricature," and was compiled by the late William Glyde Wilkins who died before its publication could be undertaken. It will be printed on Holland paper, contain about 250 pages of letter press and 61 full page illustrations. Only a sufficient number of copies will be issued to fill advance orders.

DR. KENNETH B. MURDOCK'S monograph on "The Portraits of Increase Mather with some Notes on Thomas Johnson, an English Mezzotinter" which is to be issued from the William Gwynn Mather library of Cleveland, Ohio, in an edition of 250 copies, none of which will be for sale, is now well under way. It will be printed by Bruce Rogers from the recut types of John Baskerville now owned by the Harvard University Press, and the work will contain reproductions in copperplate

photogravure of all the ten known portraits of Increase Mather. The sheets are already off the press and in the hands of the binder.

ACCORDING to the latest reports the highest record of the auction season in Paris will be held by Molière's plays published in six volumes in 1734. Bound in red morocco precious to the discriminating French collector, enriched with five designs by Boucher, the volumes also contained Molière's autograph at the foot of a receipt of 440 francs, which was paid to him for services of his company at St. Germain, and also a receipt by Molière's widow. The set realized 200,000 francs, a new high record for Molière's books, the previous high record being 177,500 francs, which was paid for another edition in 1911.

JOHN CLARE, an almost forgotten English poet, whose poems have been recently collected by Edmund Blunden and published by the Oxford University Press, was discussed at length in a recent issue of the *Sphere* of London by its editor, Clement Shorter. It appears that Clare is the special favorite of Northampton, whose public library has a large collection of letters, manuscripts and personal belongings of the poet. While the outside world knows little about Clare, Northampton cherishes his memory and writings by showing the greatest interest and respect for everything that was once his.

MAGGS BROTHERS of London announce the publication of a series of catalogs devoted entirely to books, manuscripts, views, portraits, autographic material, illuminated manuscripts and miniatures relating to Asia and the Philippines under the general title "Bibliotheca Asiatica." It will contain such rarities as manuscripts of the Koran, dating from the tenth and twelfth centuries; an unpublished manuscript cosmography with ten world maps, dated 1486; the Ptolemy of 1511 printed on vellum; illuminated manuscripts of Hafiz, Firdusi, and Nizami. A very interesting series of books of the greatest importance are those written by the Fathers of the Society of Jesus, including St. Francis Xavier's account of his arrival in Japan and his attempt at conversion of the Japanese, the first collection of Spanish Missionary Relations of 1555, and many other single reports and relations.

K. W. CHAPMAN has edited and the Oxford University Press has published Johnson's and Boswell's "Tour in the Hebrides" in one volume. Boswell's account of the journey is well known, being printed in many cases with the "Life" but many are unaware that Johnson has also described it at some length. With the two accounts brought together, with an accurate text and an adequate index, there is provided a valuable help to the study of Johnson. Apart from Mr. Chapman's emendations, double index and critical notes, there is a bibliography which will be useful. Nowhere is there greater interest in Samuel Johnson than in the United States and the finest collections of the great lexicographer are to be found here. It is not, therefore, surprising to learn that Mr. Chapman had to come to America for the unpublished manuscript of Boswell's remarks, which is the property of R. B. Adam of Buffalo. Another interesting disclosure which Mr. Chapman makes is that Malone, described by Boswell as "one of the best critics of the age," whose copy of the first edition of the "Tour" is also in the possession of Mr. Adam, was the editor of the "Tour" in its second issue.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Copy" Lost for This Weeks "Books Wanted"

Thru unfortunate mischance most of the "copy" for 10 pages of "Books Wanted" which should have appeared in this issue was lost between the editorial and printing offices. Every effort to trace the package has failed.

As these advertisements are set from the original letters we are obliged to ask subscribers to repeat their lists.

We feel the deepest regret at causing our subscribers this delay and annoyance.

The Publishers' Weekly

BOOKS WANTED

- William Abbott, Tarrytown, N. Y.
Pages from a Country Diary, Somers.
- W. H. Andre, 607 Kittredge Bldg., Denver, Col.
Set of American Nation, by Albert Bushnell Hart.
- A. S. Arnold, Box 36, Metuchen, N. J.
Books on Ancient Egypt, Hieroglyphs, History, etc.
Odd vols., Egyptian Exploration Societies.
- Wm. Ballantyne, 1409 F St., Wash., D. C.
Atherton, Intimate History of California.
- Book Shop, 219 N. Second St., Harrisburg, Pa.
Cities of Italy, Symons.
- C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
- Schofield's General Telegraph A B C 5th Improved.
Peterson Banking, Sampler's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.
- Book Shop, 136 Park Pl., Johnstown, Pa.
Jui Jitsu, second-hand copy, by Capt. Smith.
- Boston Bookman, 104 Robinwood Ave., Boston 30
R. L. Stevenson, all items; all catalogs.
- Morris H. Briggs, 5113 Kimbark Ave., Chicago
Anything by, about or referring to Roosevelt, Lincoln and Wilson; first editions, pamphlets, autographs, songs, songsters, cartoons, scrapbooks, memorials and broadsides especially wanted.
Anything, especially pamphlets on California, Ore., Mormons, Indians, Texas, Ariz., Ill., Chicago and other Far and Middle Western material.
Lists or catalogs of first edns., Americana and miscellaneous books welcomed at all times; describe fully; quote best prices, prepaid for cash.
- Campion & Co., 126 S. 16th St., Phila.
Tommy Toodles, Lee.
- Carson Pirie Scott & Co., 1 S. State St., Chicago
Hardy and Half Hardy Annuals, Charles H. Curtis, pub. Stokes Co.
- Columbia University Lib., New York
Adams, Henry, History of U. S. during first administration of Thomas Jefferson, vol. 1, Scribner.
Negri, Gaetano, Julian, the Apostate, 2 vols, Scribner.
Farnell, Life of the Troubadours, Scribner.
Weller, Athens and Its Monuments, Macmillan.
Auerbach, Berthold, On the Heights, trans. by Simon Adler Stern, Holt, 1907.
Holland, F. W., The Rise of Intellectual Liberty from Thales to Copernicus, Holt, 1885.
American Philosophical Society, Philadelphia, Committee of History, Moral Science and General Literature, Transactions of the Historical and Literary Committee, vol. 3, part 1, Philadelphia, Small, 1843.
Central-Comite der Schiller-gedenkfeier, Chicago, Zur Wurdigung Schiller's in Amerika, Erinnerungsblatter en die hundertste wiederkehr von Schiller's todestag, Chicago, Koelling and Klappenschbach, 1905.
Littell's Living Age, a complete index, by Edward Roth, Philadelphia, Roth, 1891.
Howells, W. D. A., A Hazard of New Fortunes, Boni-Liveright, 1917.
Decorative Furnisher, 1922, vol. 41, no. 4, January, Cawthra.
- Dauber & Pine, 83 Fourth Ave., New York
Middleton, Poems and Songs, 1st ser.
Charnock, History Marine Architecture.
Mackintosh, Elect. Theory of the Universe.
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.
- Davis & Nye, 60 Bank St., Waterbury, Conn.
The Collector's Manual, by N. Hudson Moore, Stokes.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
Wyllie, Marine Painting in Water Color.

Edward Eberstadt, 25 W. 42nd St., New York
California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder, 239 Post San Francisco
The Beach of Dreams, Stackpole.
Ariel, Shelley, 1st ed.
Siberia and the Exile System, Kennan.

Fowler Bros., 747 Broadway, Los Angeles, Cal.
2 vols., Life of Heloise and Abelard, George Moore.
Legends of The Flowers, Mantagaggi.

Gammel's Book Store, Austin, Texas.
Anything on Texas.

Hawaiian News & Thrums, Ltd., Bk. Dept., Honolulu
Armstrong, Around the World with a King.
Hopkins, Manley, Hawaii Past and Present.
Ellis, Tour of the Sandwich Islands, 4 vols.;
Polynesian Researches, 2 vols.
Kalakaua, Legends of Hawaii.
Wilson & Evans, Aves Hawaiianensis.
Stoddard, Isle of Tranquil Delight.
Moore, Sir Thomas, Life and Letters of Lord Byron.
Jarves, Sandwich Islands Missions.
Young, Lucien, Boston in Hawaii.
Bingham, Sandwich Islands.
Dibble's History of Sandwich Islands.

Hochschild, Kohn & Co., Baltimore
Charles O'Malley, 2 vols., Lever, illus., Cruick shank.

Holliday Bookshop, 10 W. 47th St., New York
Saltus, Edgar, Anatomy of Negation.

John Howell, 328 Post St., San Francisco, Cal.
Ranke, History of the Popes.
Textile Kunst und Industrie, Hugo Wilsch.
Mrs. Palliser's Lace Book.
The Book of Mormon, Liverpool, 1841, 2nd Am. ed.
Madame D'Arblay Memoirs, cloth, vols. 6 and 7 only, 1st ed.
An Englishman in Paris, Anon.
Hearts and the Diamond and other books, by G. Beaumont.
Four Leaved Clover, by Carolus Ager, C. K. Field.
Chatterton Ship Models.

H. R. Hunting, Myrick Bldg., Springfield, Mass.
Dictionary of Greek and Roman Biog. and Mythology ed., by Wm. Smith, 3 v.

Internat'l Art & Science Bk. Co., 35 Nassau St., N.Y.
Scientific Periodicals in sets or long runs.

John A. Lavender, 266 River St., Troy, N. Y.
The Spoon, Westmark.
Ernest Seton Thompson, set.
Nature Library, D. P. Co.
Applied Psychology, Hilton, 12 vols.
Early American Silversmiths, Hallis French.
Hastings Ency. of Religion, 12 vols.
Jeweler and Silversmith's Books, any.

Lamar & Barton, 5th & Grace Sts., Richmond, Va.
The Complete Science of Wrestling, Hackenschmidt.

Little Book House, Nantucket, Mass.
Letters from an American Farmer, de Crevecoeur, London, 1782.
Credible Chronicles of Patchwork.
Village, Sconset by the Sea.
Genealogy of Macy Family.
Euer's Map of Nantucket, mention size and date.

Lord & Taylor Book Shop, 5th Ave. at 38th St., N.Y.
Between Two Thieves, by Richard Dehan, pub. Stokes.

BOOKS WANTED—Continued

Newbegin's, 358 Post St., San Francisco, Cal.
California Books, Pamphlets, and old Pictures
wanted; any and all items; cash with orders;
also want early Voyages to the Pacific Coast, and
narratives.

Normandie Book Co., Morristown, N. J.
First eds. Bernard Shaw, Bierce, Cabell, O. Henry,
Poe, Kipling, Trollope, Marryat, Pater.

Pilgrim Press, 14 Beacon St., Boston 9
Dill, Roman Society from Nero to Marcus Aurelius.

Charles T. Powne, 177 W. Madison St., Chicago
Family, Town, County and State Histories

Princeton Univ. Store, Princeton, N. J.
Henderson, G. F. E., Stonewall Jackson, Longmans,
please quote.

Rare Book Co., 99 Nassau St., New York
Christian Science Books and Pamphlets.

Reznick, Menschel & Co., 40 Canal St., New York
Jewish Encyclopedia, complete or single vols.
Bible Commentaries, Novick.

Bible Commentaries, Kittel.

Wit and Humor, Friedlander.

Israel in Europe.

Jewish Life in Middle Ages.

Sather Gate Bk. Shop, 2235 Telegraph Ave., Berkeley, Cal.

Chambers, Book of Days, 2 vols., 1891, pub. by Lipincott.

Harper's Encyclopedia of U. S. History from 458 A. D. to 1912, Harper.

Hodgson, How to Identify Old China.

Masters in Art, except 1900 to 1906, bound in cloth.
Warner's Library of the World's Best Literature, 31 vols.

Shepard Book Co., 408 S. State St., Salt Lake City
Harvard Classics, vol. 42 only, red or maroon cloth.

C. Everette Smith, 3508 Wilshire Boul., Los Angeles
The following published by Elliot Stock London.
Want only large or handmade papers eds. of:
Pleasures of a Book-Worm, J. Rogers Rees, 1886.
Spirit and Influence of Chivalry, John Batty, 1890.
Diversions of a Book-Worm, J. Roger Rees, 1886.
Rambles in Book Land, Wm. Davenport Adams, 1889.

American Etchings, 20 original etchings by Moran,
Parrish, Ferris, etc., Descriptive Text and Biographical matter by Koehler, pub. Estes & Lauriat, 1886, 1 vol.

Beaux Arts Society, 25 remarque etchings, descriptive catalogue in English, Paris, 1878, 2 vols.
Cooper, James Fenimore, Iroquois ed., Putnam, 33 vols.

Crozat Gallery, 2 vols. folio, Paris, 1729.

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C. E. Smith—Continued
 Declaration of Independence, a broadside, Riverside Press.
 Salmagundi Club, History of, Riverside Press.
 Benson, Frank W., Etchings and Drypoints, Parts I and II, Riverside Press.
 Bibliophile Society, quote all items.
 London Art Journals for 1896, 1906, 1907, 1908, 1911.
 J. E. Spannuth, 521 Harrison St., Pottsville, Pa.
 [Cash]

Newspapers printed before 1870, either single nos. or bound vols.

G. E. Stechert & Co., 31 E. 10th St., New York
 Allen, Swimming Pools, Chicago.
 Ambler, Sectionalism in Virginia, Chic. Pr.
 American Competition, vols. 1 to 4, any.
 Audsley, Art of Organ Building.
 Batchelder, Principles of Design.
 Bigelow, Procedure in England, 1880, Boston.
 Canadian Entomologist, set.
 Cummings, Russ Amer. Relations, Harcourt.
 Garden and Forest, vol. 10, 1897.
 Gauss, Curved Surfaces, Princeton.
 Gayley, Shakespeare and Founders Liberty, Mac.
 Harvey Society Lectures, 1920-21, Lipp.
 Hornaday, Our Vanishing Wild Life, Scribner.
 Hurd, Princ. City Land Values.
 Johnson, Stephen A. Douglass.
 Koch, Books in the War, H. M.
 Lowther, Encycl. Practical Horticulture.
 Marsh, Introd. to City Planning, N. Y.
 Paulsen, Kant, His Life and Doctrine, Scribner.
 Roosevelt, New Nationalism, Outlook.
 Roman Farm Management, Macmillan.
 Schouler, Thomas, Jefferson, Dodd.
 Sinclair, Development of Locomotive Engine.
 Singleton, French and English Furniture.
 Society Automotive, Eng. trans., 1919 and foll.
 Story, Life and Letters Joseph Story, Boston.
 Stevenson, Polit. Hist. Public Lands, Badger.
 Taussig, Inventors and Money Makers, Mac.
 University Nebraska Studies, vol. 20, nos. 1-2.
 Williams, Life R. B. Hayes, H. M.
 Woodruff, Tropical Light on Whitemen.

Harry Stone, 137 Fourth Ave., New York
 Kipling, any title in pamphlet form, English or American.
 Old New York prints.
 Old New York maps, no folders.
 Old railway prints.
 Lithographs by Currier and Ives.

E. H. Stuck, 312 Washington Ave., Scranton, Pa.
 Cameron, A. G., Torrens System.
 Deed Registration Houghton, Mifflin, 1915.

Their Book Shop, Colorado Springs, Col.
 An Englishman in Paris, Anonymous.
 Max Muller's Ramayana, 1 vol.

L. M. Thompson, 24 Stone St., New York
 English Notes, Boston Daily Mail Office, 1842; this was a Yankee Nation Extra, pub. in connection with the periodical, The Yankee Nation.
 Hamlet, Tonson, London, 1734.
 As You Like It, Tonson, London, 1734.
 Walker issues of Shakespeare Plays, 1734-5.

Univ. of Oregon Lib., Eugene, Ore.
 Froude, James A., English Seamen in the 16th century, 9 copies.
 Chesterton, G. K., The Ball and the Cross, 3 copies.
 Landor, A. H. S., In the Forbidden Land.

A. G. Vrooman, 329 E. Colorado St., Pasadena, Cal.
 Loeb, Mechanistic Conception of Life.

John Wanamaker Bk. Dept., New York
 Life of Principal Rainy, by Simpson.

Western Book Store, 1715 W. Madison St., Chicago
 Nietzsche's Works, used, good eds.

BOOKS FOR SALE

A. W. Munson, 1524 Melrose Ave., Seattle, Wash.
 Mosher's Bibelot, 21 vols, excellent fine condition.
 Henry Irving, The Drama, 1893, lt. 300 copies, autographed.
 E. A. Poe, Booklover Edition, Putnam, 10 vols., ltd., boards.
 Roswell Field, Bondage of Ballinger, ltd. 212 copies, signed.
 History of Standard Oil Co., Tarbell, new.
 Make offer.

Reznick Menschel & Co., 40 Canal St., N. Y.
 Legends of the Jews, by Glick, 5 vols., new, Heb. & Eng., \$12.00.
 Songs of Songs, beautifully illustrated, Heb. & Eng. texts, \$10.00.

A. F. Von Blon, 416 Franklin Ave., Waco, Tex.
 Brooks, Story of Cotton, 300 copies, 65 per cent off list, any quantity.
 Gifford's Everyday Arithmetic, 1919, Mental, 65 per cent off list, any quantity.

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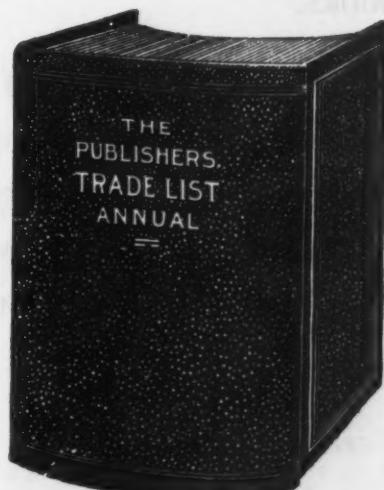
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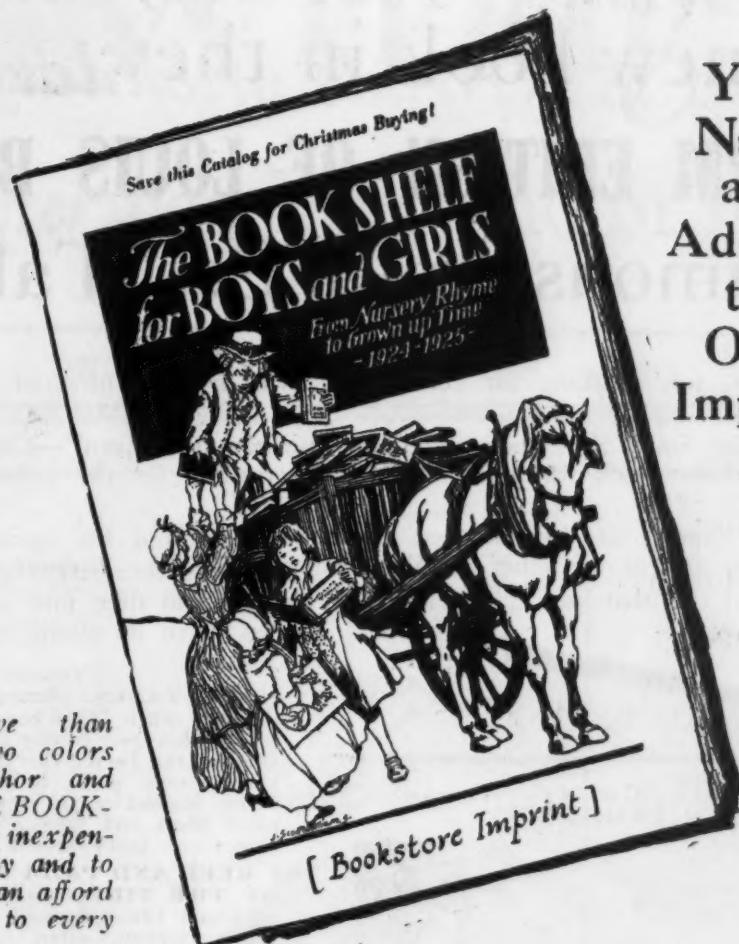
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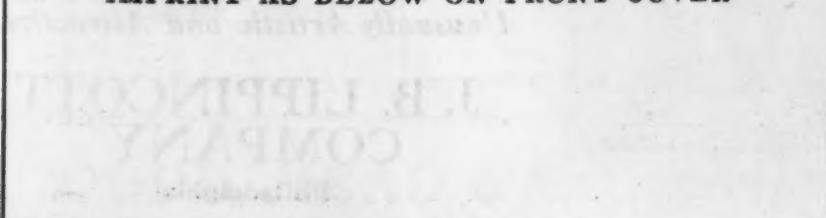
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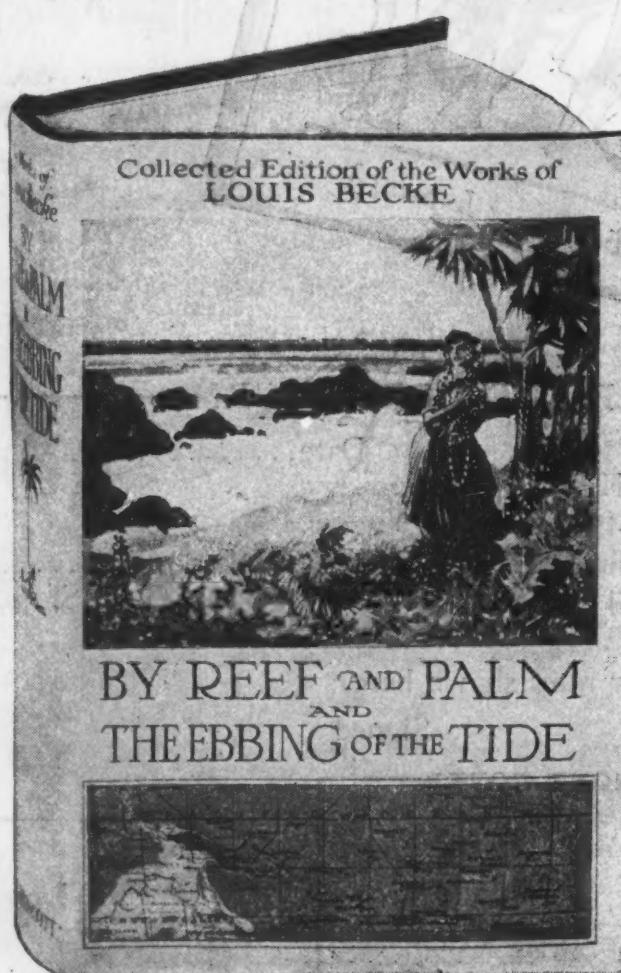
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